

Poll rumours trigger panic selling in City Survey hints at prospect of hung Parliament

Early rumours of an opinion poll published last night by the BBC's Newsnight programme triggered a wave of nervous selling in the City yesterday. They also angered other professional opinion pollsters and irritated the Conservatives.

ELECTION 87 X

- Election reports 8, 9 Spectrum 10 Kinnock's survival 12 Letters 13 Leading article 13

Gorbachov attacks Thatcher

From Christopher Walker Moscow

With the British election campaign entering its closing stages, Mr Mikhail Gorbachov, the Soviet leader, yesterday added his voice to recent strident attacks in the official Soviet media against the pro-nuclear defence policy of Mrs Thatcher.

His decision to speak out against her while election campaigning is in progress caused Western diplomats to recall that the campaign had opened with a claim made by Mr Denis Healey, the Shadow Foreign Secretary, that the Kremlin leadership was "praying" for a Labour victory.

Mr Gorbachov's statements came during a meeting with anti-war physicians when he discussed his talks in March with Mrs Thatcher. Dr Bernard Lown, the American co-president of the pressure group, International Physicians for the Prevention of Nuclear War, quoted Mr Gorbachov as saying that Mrs Thatcher had not learnt "the lessons of Hiroshima and Chernobyl".

Another member of the delegation, Dr Mikhail Kuzin, the Soviet co-president of the group, said that Mr Gorbachov had described Mrs Thatcher as "a person having a hard time getting rid of old stereotypes".

Owen gambles on a tied election

By Sheila Gunn, Political Staff

Dr David Owen made clear yesterday that he is gambling the future of the Alliance on his strong personal conviction that the voters will return a hung Parliament.

Dr Owen, the SDP leader, said that he is banking on a "unique juxtaposition" of the Alliance as a strong third force and disillusionment with the Labour and Conservative parties for the election of a minority government.

Talking to journalists on his campaign bus in Gloucestershire yesterday, he referred to rumours of a poll of marginal constituencies for the BBC Newsnight programme that backed his consistent prediction of a hung parliament.

He denied that the prospect of holding the balance of power was make-or-break for the Alliance but he said it was probably a unique opportunity to break the mould of two-party politics.

"I do not think that, if the voters do not grasp this opportunity, we have had it", he said.

But he hinted that the stakes showed him much consideration during the trial. Lord Denning is replying to accusations in an affidavit by Phillip Knightley and Caroline Kennedy that the police investigation of the case and the conduct of the trial led to an historic injustice.

Denning on Ward trial

The conduct of the trial of Stephen Ward in 1963 before the judge Sir Archie Balfour Marshall was beyond reproach, Lord Denning writes today in a letter to The Times.

Ward was "fairly and properly prosecuted, tried and convicted" and the judge

Diplomatic crisis over kidnapping remains unsolved



Mr Edward Chaplin with his wife Nicola, son Thomas and daughter Stephanie during happier times in Tehran.

Iranians give out confused signals

From Robert Fisk Bahrain

Iranian officials gave out conflicting messages last night over their response to Britain's threat of diplomatic sanctions, refusing to apologize to British officials in Tehran for the violent kidnapping of Mr Edward Chaplin in Bahrain but telling The Times in Bahrain that the detention of both Mr Chaplin and an Iranian official in Manchester was "a marginal problem" which should not cause any break in diplomatic relations.

Speaking in Bahrain, the Iranian Deputy Foreign Minister for Legal and Parliamentary Affairs for the first time linked the detention of the two men and described the kidnapping of Mr Chaplin as "an abduction", adding that the British authorities had now "solved" the problem of Mr Ali Ghassemi, the Iranian consular official arrested in Manchester.

In Tehran, however, Western embassy officials indicated that the crisis was by no means over and that a power struggle appeared to be still underway within the Foreign Ministry over whether or not Mr Chaplin should be put

on trial on charges of economic espionage and involvement in drugs - charges which the British interests section in Tehran have denied.

In Bahrain, Mr Moudjab Mirmehdi, the Iranian Deputy Foreign Minister, seemed anxious to soften the effects of the crisis but made no effort to separate the detention of Mr Ghassemi - arrested on shoplifting charges - from Mr Chaplin's predicament.

"The authorities in London arrested one of our employees on flimsy, groundless accusations," he said. "Then later, we learned that one of the employees of the British interests section in Tehran was facing problems and had been abducted."

"Afterwards, the Foreign Ministry took some measures to ascertain the situation of the abducted British employee. At the same time, we learned that the problem of our employee in London was solved by the authorities there."

Continued on page 28, col 4

Volcker resigns from Fed

From Bailey Morris Washington

President Reagan surprised financial markets yesterday by choosing Mr Alan Greenspan, a well-known economist, to succeed Mr Paul Volcker as chairman of the US Federal Reserve Bank.

Mr Reagan said Mr Volcker, a favourite of Wall Street officials, had declined to accept a third, four-year term as chairman of the Fed, which acts as a central bank.

The news stunned Wall Street, which had applauded reports just two days ago that Mr Volcker was likely to be offered a third term. The Dow Jones industrial average plunged 22 points before recovering, the dollar dropped sharply and US government bonds declined.

Mr Volcker said he had decided to step down from the job he has held since 1979 for personal reasons. He had high praise for Mr Greenspan, saying he "applauded" President Reagan's decision. He said he had no firm future plans.

Mr Greenspan, a former chairman of the US Council of Economic Advisers under President Gerald Ford, is a respected economist with strong ties to the Republican Party. He promised to continue the fight against inflation.

Profile, page 29 Kenneth Fleet, page 31

US and Moscow united for Iran arms embargo

From Zoriana Pysariwsky, New York

The US and the Soviet Union are forging ahead with plans for an international arms embargo against Iran in what amounts to an unprecedented display of unity and determination by the two super-powers.

What began as a symbolic American gesture to return to the good graces of moderate Arab states in the aftermath of the arms-for-hostages scandal has turned into a campaign that is likely to see the UN Security Council implement military sanctions for the first time since it approved an arms blockade against South Africa ten years ago.

In recent weeks the Soviet Union's antipathy toward Iran has come to equal the Reagan Administration's rage over the humiliation it suffered at the hands of the Iranian leadership.

According to diplomats involved in UN discussions over ways of ending tensions in the Gulf, both Washington and Moscow have come to the conclusion that Iran has become too clever for its own good and must be put in its place.

Their joint venture at drafting the first formidable Security Council resolution on the Gulf War appears to be gathering the reluctant sup-

port of Britain, France and China, the other permanent members of the council.

China, which is currently Iran's largest arms supplier, has been reluctant to give up a lucrative relationship with Tehran while France, a major

incident is being kept separate from the council deliberations it is bound to cancel any reservations Britain may have had about the plans for an arms ban.

The five are expected to present a draft resolution calling for an immediate ceasefire in the Gulf War followed by the withdrawal of Iranian troops from Iraqi territory.

According to the draft the side that refuses to enter peace talks - an allusion to Iran, which has resisted past peace efforts and boycotted council meetings of the matter - will be subjected to an arms embargo.

The initiative marks the first public Soviet recognition of a US role in the Gulf and an acknowledgement that the interests of the two powers in that part of the world overlap.

Rather than resort to the traditional reflex action of thwarting the US by attempting to obstruct the American campaign to force Iran to the bargaining table, Moscow has joined the venture wholeheartedly.

This means that both super-powers have earned plaudits from Arab Gulf states who hope the show of unity will have the immediate effect of forcing Iran to end its harassment of Kuwaiti shipping.

Armed forces on alert Tamils massacre Buddhists

From Michael Hamlyn, Colombo

Sri Lanka's rebel Tamil Tigers were yesterday accused of massacring 30 Buddhist priests and novices in the country's Eastern province.

Mr Ranasinghe Premadasa, the Prime Minister, told Parliament that a priest was taking 45 of his followers and four laymen to an ordination ceremony in Kandy by bus from Maha Oya in the Ampara district, when they were stopped by the killers, led into the bush and sprayed with automatic fire.

According to the Prime Minister, 30 Buddhists, including the leading priest, died. Two laymen also died, and 15 priests and a layman were taken to hospital.

The Government's official military spokesman attributed the massacre to the Liberation Tigers of Tamil Eelam, the largest of the militant groups fighting for a separate Tamil homeland.

Meanwhile, Mr Premadasa announced that President Jayewardene had ordered the armed forces to defend both the territory and the seas of the country. But he gave no clear indication that there

An Indian Red Cross representative in the southern Indian port of Rameshwaram, where the flotilla was being loaded with relief supplies, said last night: "If the Sri Lankan Government does not permit, we will not enter Sri Lankan territory. If they say 'stop', we stop."

The fragile structure of Sri Lanka's peace was emphasized by Mr Premadasa in his address to a hurriedly summoned emergency session of Parliament. He warned the Indians that their action could cause a backlash against the Tamils in the south of the country.

Diplomatic sources say he has been in touch with Mrs Thatcher, President Reagan, President Zia of Pakistan and President Ershad of Bangladesh.

Sri Lanka, faced with the overwhelmingly superior force of India - evidenced by two Leander class frigates hovering in Indian waters nearby - has little choice but to protest in the loudest terms it can muster. Accordingly, Mr Jayewardene has been calling for support from his friends in both South Asia, and the Western world.

Mr Roy Hattersley, the Labour Party's deputy leader, said the case was "another example of how the Government has tried to suppress the freedom of information and tried to manage the news."

Mr Norman Tebbit, the Conservative Party chairman, said that it was right that the Attorney General should appeal "because it is a matter of major importance."

whether, on the basis of a court order obtained against one newspaper, a "generalized system of censorship" could be applied. "I am glad to see it has not proved possible."

Both The Observer and The Guardian will now seek to have their injunctions lifted.

Mr Norman Tebbit, the Conservative Party chairman, said that it was right that the Attorney General should appeal "because it is a matter of major importance."

judgement of the editors of individual newspapers", he said.

Sir Michael Havers, QC, the Attorney General, lodged an immediate appeal to the Court of Appeal which could be heard this week - whoever wins there, both sides are ready to go on to the House of Lords.

In the meantime he issued a statement reminding the Press that if they published or broadcast material attributed to Mr Wright "pending the final outcome of these proceedings" they remained at risk of contempt of court proceedings if he was ultimately successful.

The Attorney General had sought to bring criminal contempt proceedings against The Independent, The London Evening Standard and The London Daily News for publishing articles referring to the memoirs of Mr Wright.

Mr Wright's publications effectively thwarted the existing court injunctions barring The Guardian and The Observer from doing likewise, he said.

But yesterday in his 30-page judgement Sir Nicolas ruled that there was no legal ground for extending the law to allow the Attorney General to bring the proceedings against the newspapers.

An injunction obtained against one newspaper could not bind another, unless it had actively assisted the first in the breaking of that order, he said.

Mr Andreas Whittam-Smith, editor of The Independent, said that the case had raised an important principle of

whether, on the basis of a court order obtained against one newspaper, a "generalized system of censorship" could be applied. "I am glad to see it has not proved possible."

Both The Observer and The Guardian will now seek to have their injunctions lifted.

Mr Roy Hattersley, the Labour Party's deputy leader, said the case was "another example of how the Government has tried to suppress the freedom of information and tried to manage the news."

Mr Norman Tebbit, the Conservative Party chairman, said that it was right that the Attorney General should appeal "because it is a matter of major importance."

Law Report, page 51

The King Size from Dunhill. London Paris New York. 20. The fine lettering confirms the fact. London, Paris, New York - or indeed anywhere you travel. Dunhill King Size is renowned for its distinctive quality. Created by master blenders, employing care, patience and infinite skill. Dunhill King Size offers exceptional smoothness. Blended to your taste. LOW TO MIDDLE TAR. Warning: SMOKING CAN CAUSE FATAL DISEASES. Health Departments' Chief Medical Officers.

IN PART 2 Derby gamble

The racing public are backing Reference Point and his jockey Steve Causton to win around £10 million in today's Derby at Epsom. Page 56 Derby guide Pages 53,54

TIMES FOCUS

Italy argues that it has climbed to be the fifth largest industrial power, overtaking Britain, and is to host the economic summit in Venice next week. A Special Report looks at its new renaissance. Pages 16-23

Portfolio Gold

The £4,000 prize in The Times Portfolio Gold competition yesterday was shared by two readers. Details, page 3. Portfolio list, page 37.

INDEX

Table with 2 columns: Category and Page Number. Includes Home News, Election reports, Overseas, Business, Sport, Arts, Births, deaths, marriages, City Diary, Court, Crème de la Crème, Crosswords, Diary, Entertainment, Features, Information, Law Report, Leading articles, Letters, Media, Obituary, Property, Sale room, Science, TV & Radio, Weather.

NEWS SUMMARY

Masked gunmen kill RUC officer

An off-duty officer in the Royal Ulster Constabulary was shot dead by two masked terrorists as he walked near his parents' home in Co Donegal in the Irish Republic yesterday.

Two gunmen killed Samuel McClean, aged 40, who had crossed the border from Northern Ireland on a regular visit to his family in Drumkeen near Ballybofey, 10 miles from the border.

The officer was originally from Co Donegal but was stationed at Coalisland in Co Tyrone.

The Guardia launched a manhunt and put up check points on surrounding roads in an effort to trap the killers.

School strikes

A new seven-day round of selective teachers' strikes which will affect some 1,500,000 pupils began yesterday.

The National Union of Teachers, the National Association of Schoolmasters and the Union of Women Teachers have together called on 50,000 of their members to strike for half a day in protest against the Government's removal of their negotiating rights.

The strikes will be concentrated in half of the 104 local education authority areas.

Receiver charged

The Official Receiver in Leeds appeared in court yesterday charged with making false claims for expenses totalling £260.

Mr Robert Douglas, aged 53, of Ash Tree Green, Stockton, Cleveland, has been suspended from duty. He was remanded on bail until June 30 by Leeds magistrates.

The charges relate to claims for lodging allowances and travel expenses between Stockton, Cleveland, and Leeds in 1985 and 1986.

Magna Carta moved

The best preserved original copy of the Magna Carta, signed by King John in 1215, is to be moved to Lincoln Castle when it is returned to this country after being exhibited in the United States.

The document, one of only four surviving original copies, was previously housed in the Wren Library at Lincoln Cathedral. Tourist officials in Lincolnshire said yesterday that the move to the castle should mean that more people can see the document.

Assault admitted

Three youths yesterday admitted assaulting the son of Tom Stoppard, the playwright.

Charges of demanding money with menaces were dropped at the Central Criminal Court.

John Freeman, of Earls Court; Omar Mosbacher, of South Kensington; and William Gerhauser, formerly of Chelsea, all admitted assaulting Barnaby Stoppard, aged 16, at Milestone School, South Kensington, on March 14 last year. They will be sentenced today.

Waiter loses

An industrial tribunal ruled yesterday that Mr Halil Yalgin, a Turkish wine waiter at Les Ambassadeurs club in Mayfair, had not suffered racial discrimination when he was selected for redundancy.

Mr Yalgin had told the tribunal that he had been a waiter for 27 years.

He claimed that six months after starting work at the club the chief executive, Mr Robert Mills, had told him that turks were the "most barbaric, filthy race on earth."

Satellite TV launch

Britain's first satellite-based television service is set to come on the air by Christmas 1989 after yesterday's announcement by British Satellite Broadcasting of its intention to award the contract for its two satellites to the Hughes Aircraft company of the United States.

The company won the contract, worth up to £200 million, from Comsat, a US government satellite agency, and British Aerospace.

The BSB service, whose investors include the Granada group, Pearson, Virgin and Anglia Television, will consist of four channels, three financed by advertising, and a film channel financed by subscription. Viewers will be able to receive broadcasts through antennae about 1 ft across.

ADVERTISEMENT

THE TRUTH ABOUT TRANSYLVANIA

Romanian Democrats Answer Bucharest

In the full-page advertisement in THE TIMES (April 7), paid for through an intermediary by the Romanian Communist Government, it is claimed that: "in the years of socialism, the Romanian state has completely solved the national question". But has it?

After years of pretending comradely relations between two sister socialist republics, the Hungarians went, officially, into attack: first, late last year, at the Conference on Security and Co-operation in Europe in Vienna; then, they published a 2,000-page, 3-volume "History of Transylvania" under the direct sponsorship of the Budapest Government, full of totally tendentious propositions - egregious among them the statement that there were no Romanians in Transylvania, when, they claim, they conquered it, in 894 A.D!

Bucharest, totally silent for years about the bogus, conjured-up, "genocide-in-Transylvania" campaign, decided to give an answer. One of the socialist countries had broken ranks. Why not another?

This is why the West has now been treated to this extraordinary advertisement. All it says is that the "Erdelyi Torontecse" ("The History of Transylvania") is a "magnum opus of history under the aegis of the Hungarian Academy of Sciences". Which it is.

But the world ought to know that the entire "genocide" and "ethnocide" campaign by Hungarians could not have succeeded had it not been for the ruthless oppression by the Romanian Government of the entire non-communist population of Romania: Romanians, Hungarians, Germans and Jews, alike.

Nicolae Ceausescu, the Romanian communist government and the "Securitate", are guilty of depriving all ordinary citizens in Romania of their most elementary human rights. The Hungarian elites are guilty of turning this tragic situation into an ethnic issue. The Communist Government of Budapest, through the publication of this "History of Transylvania", implicitly confirm that they were all along, behind the "ethnocide" campaign. How else could it be explained that the top Hungarian historians have been labouring, for years, at producing this work?

Is there anyone - historians or not - who could accept the proposition that all Dacians and Romans were totally removed from north of Danube when the Roman Empire abandoned "Dacia Felix" in 271-274 A.D.?

The world has witnessed, in our time, the dismemberment of several empires. Can anybody name a single example to show that withdrawal of imperial power meant the removal of the entire population of the country? That the Empire, after the withdrawal, left no trace?

Romanian democrats, everywhere, emphatically say: "Fiege on both your houses". Our people - Hungarians and Romanians alike - no longer want irredentist nationalism. We reject chauvinism. We want freedom and democracy. And there is the hope that, out of our suffering under communism, we shall, somehow, free ourselves from the ballast of the past and, jointly, work out our salvation in a historic reconciliation.

After all, the Germans and the French have done it.

Ion Ratiu
President
World Union of Free Romanians
54-62 Regent Street, London. W1R 5PJ

Belgians refuse to fit ferry safety lights

By Rodney Cowton
Transport Correspondent

A Belgian cross Channel ferry company which operates in Townsend Thoresen colours is refusing to implement some safety measures which have been adopted by the British company since the Zeebrugge disaster.

The inquiry into the loss of the Herald of Free Enterprise was told that yesterday by Mr Tony Barrett, who was appointed director of marine audit at Townsend Thoresen after the disaster.

Among the first steps taken

by the company after the sinking was the fitting of lights on the bridges of ferries to indicate whether bow and stern doors had been closed, and more recently, the installation of television monitors.

However, Mr Barrett said, Regie Voor Maritiem Transport (RMT), the Belgian state-owned ferry company, was opposed to fitting either the lights or the television monitors because it believed they could introduce a false sense of security and they should not be allowed to replace

reliance on verbal reporting.

RMT operates six ferries and two jetfoils between Dover and Ostend. Its vessels carry the Townsend Thoresen name on their hull and use the company's tickets. "Our view is that they should conform in full to the measures we have taken", Mr Barrett said.

Mr Peter Ford, chairman of Townsend Thoresen, said later that RMT had implemented all the safety measures adopted by the British company except for the bridge lights and the television monitors.

"We regard what they have agreed to do as the minimum acceptable with our name on the side of their ships. We have a co-operative venture with them but clearly we could back out."

There would be a meeting with RMT within days to try to sort the matter out, he said.

Mr Barrett and Mr Ford outlined changes which had been or would be made since Townsend Thoresen was taken over by P&O, and since the disaster.

● Townsend Thoresen's new

Mother wins legal battle

A mother's long battle to set the official record straight on how her son aged 19 died from a drug overdose, injected into his arm by someone else, led yesterday to a High Court ordering a fresh inquest.

Mrs Pauline Williams, aged 48, was upset when an inquest at Luton, Bedfordshire, in June 1983 by Mr John Hare concluded that her son, John, died after his lungs swelled up, without mentioning the fatal overdose of the drug injected into his body, causing the swelling.

Mrs Williams of Whipperley Ring, Luton, won yesterday's order quashing the original inquest and ordering the fresh one after the Attorney-General, Sir Michael Havers, QC, took up her case.

Mr Justice Taylor ordered the new inquest to enable the coroner to take into account that Gary Austin, aged 25, was jailed for 15 months at St Alban's Crown Court in February last year after a jury found him guilty of administering the drug dose which killed Mrs Williams' son in September 1982.

The judge said the coroner would be able to pass on to the registrar of deaths the full cause of Mr Williams' death and correct the official record.

During the hearing, Mr Michael Harris, for the Attorney-General, had told the judge: "What we now know about this tragic death would never have been revealed had it not been for the dedicated and persistent struggle of this mother to bring these facts out and put the public record straight. This is really the last step in a painful process."

Mrs Williams became the first person this century to instigate a private prosecution for manslaughter after the Director of Public Prosecutions decided there was insufficient evidence to bring charges against Austin.

Eventually the DPP did take over the case after Magistrates at Luton committed Austin for trial.

Oldest woman turns 114 with glass of sherry

By Ruth Gledhill

The world's oldest living person celebrated her 114th birthday with a small glass of sherry and a slice of cake yesterday.

Mrs Anna Williams, who has lived in an old people's home in Swansea, South Wales, for the last 18 years, was reported to be "in good health and feeling well".

She received her 15th telegram from the Queen as well as congratulations from Mr Norman Fowler, the Secretary of State for Social Services.

But her favourite card came from Britain's oldest man, Mr John Evans, a former miner who is 109 and also lives in Swansea.

Mrs Williams, who has a postal vote for the general election, was born in 1873.

Electricians' leader tells of threats by 'thugs and cowards'

By Tim Jones

Mr Eric Hammond, general secretary of the electricians' union, yesterday condemned the "thugs, cowards and creeps" who threatened the lives of his family.

He went on to defeat the hard left who had been demanding an inquiry into his role during the Wapping dispute.

Mr Hammond said he would never give in to the tactics the "anonymous thugs" had employed.

There were, he said, "the creeps who make obscene phone calls to my wife, the cowards who threatened my life, that of my colleagues and my family, and those arsonists who seek to advance the print workers' cause by threats to our homes and union property".

Mr Hammond, who was speaking at the Electrical, Electronic, Telecommunication and Plumbing Union conference, said he was sick and tired of people who went to the rostrum without having a good word to say of their own union but who were prepared to defend the cause of other organizations which attacked the EEPFU.

Behind them, he said, and he conceded that they may be unwelcome allies, were the thugs.

He told the small core of hard-left delegates, "do what you will, I will never stop telling the truth about you".

After he spoke, the conference overwhelmingly rejected a motion which sought to condemn him and to establish a committee of enquiry into the union's role "in aiding and abetting the establishment of News International at Wapping and at Kinning Park in Glasgow".

Members of Mr Hammond's union work at both plants which publish four national newspapers, including The Times.

More than 5,000 print workers who went on strike were dismissed by the company and received between them more than £50 million in termination payments.

Mr Hammond said: "The immediate responsibility for the unemployment of former News International employees lies with the bad judgement, with the incompetent leadership of the print unions Sogat and the NGA. It is simply no good to argue they were provoked into strike action."

"Murdoch had made it clear that if they did go on strike, he would continue to print his existing titles at Wapping. If it was a trap, it was abysmally concealed."

"There was an alternative: to use the six months' notice given to renegotiate existing agreements. At worst, that would have meant, at the end of that six months, many still employed at the old printing plants producing existing titles and those redundant receiving

Fleet Street terms of redundancy."

But, Mr Hammond said, there was another reason for the hostility of the print unions.

"It would have meant an entirely new newspaper being produced at Wapping by the labour now there and that had to be stopped at whatever cost, hence the dispute."

He added: "The historical responsibility for this mess lies clearly with the other print unions and their hostility to the introduction of new technology."

Mr Sean Geraghty, leader of the union's Fleet Street Press branch, had argued that an inquiry could remove the stigma of strike-breaking which would always be levelled against the unions.

Mr Hammond said the union could have an agreement with News International over representation at Wapping if it was allowed to do so by the TUC.

Mr Hammond also won an overwhelming conference majority in favour of the union's policy of negotiating single union no-strike agreements with employers which were bound by binding arbitration.

Left-wing delegates had claimed the policy badly damaged the credibility of the union and removed from workers their "fundamental right to take strike action".

Election 'paralysing union'

By John Spicer, Employment Affairs Correspondent

The country's biggest Civil Service union is paralysed while it waits for figures for the election of its executive council, its new deputy said yesterday.

Mr John Macreadie, the Militant-backed deputy general secretary of the Civil and Public Services Association, (CPSA), had his election confirmed on Monday.

Results of the election of the union's president, two vice-presidents and the executive of 26 would have been announced on the same day, but

were deferred when it was learnt that hundreds of votes had not arrived.

On Monday the union's returning officer handed in a computer read-out of the result, minus certificates from branches covering a potential 2,500 votes.

Last night Mr Macreadie said the union was paralysed while it waited for a new executive.

Mr John Ellis, the general secretary, said the figures would be produced as soon as

the missing votes were counted.

The CPSA and the Society of Civil and Public Servants, which is also involved in industrial action over a pay claim, will announce the result of a ballot on a two-day national strike later this week.

The Government has found itself £235 million a week better off because a strike by Civil Servants at the main VAT computer centre at Southend, in Essex, means retailers are not being repaid after making returns to Customs and Excise.

Pressure on NHS 'hits inner cities'

By Jill Sherman, Social Services Correspondent

Regionally based specialties in the National Health Service are using resources needed to tackle social deprivation in inner cities, a leading general practitioner said yesterday.

Professor Brian Jarman, head of the department of primary care at St Mary's Hospital Medical School, says that health authorities such as Tower Hamlets, City and Hackney and Central Manchester, which all suffer from high social deprivation, are unable to provide adequate services for local residents. Services are instead channelled into expensive "hidden" regional specialties which are used by patients from other districts and from abroad.

Professor Jarman, chairman of an independent inquiry into the health of people in Tower Hamlets, said that half of the patients treated at Tower Hamlets came from outside the district and that services for local residents were consequently being squeezed. Although the region earmarked some money for recognized regional specialties, many of these treatments came out of the district budget.

Although Tower Hamlets has one of the worst records in the country in terms of premature death, perinatal mortality and other indicators of social deprivation, the district's budget was being cut by 9.6 per cent over the next seven years.

Tower Hamlets Inquiry Report. Copies from Tower Hamlets community health council, 23 New Road, London E1.

quity into the health of people in Tower Hamlets, said that half of the patients treated at Tower Hamlets came from outside the district and that services for local residents were consequently being squeezed. Although the region earmarked some money for recognized regional specialties, many of these treatments came out of the district budget.

Although Tower Hamlets has one of the worst records in the country in terms of premature death, perinatal mortality and other indicators of social deprivation, the district's budget was being cut by 9.6 per cent over the next seven years.

Tower Hamlets Inquiry Report. Copies from Tower Hamlets community health council, 23 New Road, London E1.

Costs crisis for Opren claimants

By Frances Gibb, Legal Affairs Correspondent

Hundreds of people who claim to have suffered side effects from the anti-arthritis drug Opren are being driven from seeking a remedy in the courts because of the risk of huge legal bills, the Court of Appeal was told yesterday.

Mr Louis Blom Cooper QC, for the claimants, told the judges how more than 500 of them had already withdrawn because of a High Court ruling that all claimants, both those on legal aid and those funding themselves, must share the costs of the damages action.

The effect of the ruling, which the claimants are challenging, is that they would each face a 0.1 per cent share of the legal bill for the test case if they lost.

Costs already exceeded £11 million and a total £3 million was a "gross underestimate."

Mr Blom Cooper said. The judge's decision to decide how costs should be allocated at this early stage was "driving the unassisted plaintiff away from his remedy in the courts," Mr Blom Cooper said.

They are suing the drug's American manufacturers, Eli Lilly, its British subsidiary Distal Products, the Government's Committee on the Safety of Medicines and the Department of Health, who are defending the claims.

Sir John Donaldson, Master of the Rolls, sitting with Lord Justice Lloyd and Lord Justice Balcombe, commented that many might think the risk of a costs bill in excess of £3,000 was not worth it, "but that's a fact of life."

Judgement was reserved until today.

BBC governors to meet on shake-up

By Michael Horsnell

The BBC board of governors will meet tomorrow to discuss a reshuffle of its top executives in the wake of the power struggle which came after the appointment of Mr Michael Checkland as Director General this year.

Top of the agenda will be the resignation of Mr Brian Wenham, managing director of BBC Radio for less than a year, whose expectations of succeeding the outgoing director general, Mr Alasdair Milne, were frustrated.

With the enforced departure of Mr Milne in January, there has been increased pressure on two other senior figures in the BBC "old guard" - Mr Alan

Protheroe, assistant director general, and Mr Bill Cotton, managing director of BBC Television - to leave.

But BBC insiders said yesterday that speculation the two are about to resign is premature, though rumours surrounding them will be discussed by the board.

Although the responsibilities of Mr Protheroe, who bore the brunt of criticism over the corporation's handling of the Real Lives and Secret Society controversies, have been eroded under the new regime, it is understood he has been asked by Mr Checkland to deputize for him while he is on holiday in August.

Mr Protheroe, aged 53, a

BBC man for 30 years who has served in his present post since 1982, is disturbed by the power struggle but devoted to the corporation and distressed by rumours about his future.

He will fill in for Mr Checkland in spite of the recent arrival of Mr John Birt from London Weekend as the new deputy director general. He is said to be still finding his feet.

The future of Mr Bill Cotton, aged 59, is even more uncertain. He had negotiated an extension of his contract as managing director, a post which he has held for three years, to take him beyond the normal BBC retiring age of 60. Son of the wartime band-

leader, Mr Cotton is also said to be deeply disturbed by the power struggle.

Waiting in the wings is Mr Michael Grade, aged 44, the director of programmes, who would effectively become number three in the hierarchy with the departure of Mr Protheroe and Mr Cotton. He is regarded as the "golden boy" of the corporation during its successful ratings battle with ITV.

Mr Grade will continue to exercise overall control of the programming of BBC 1 and BBC 2, a control made all the more absolute with the impending departure of Mr Graeme Macdonald, Controller of BBC 2, whose contract is approaching its end.

Fortnum & Mason advertisement featuring a large illustration of a man in a top hat and a woman in a dress, with text describing champagne and social events.

Vertical text on the right edge of the page, including "recoy w multiple he soug", "ow the trap", "Conce in cha", and "Miller".

Mother wins legal battle

Decoy WPC caught multiple rapist as he sought a victim

By Stewart Tendler, Crime Reporter

A woman police constable acted as a decoy to trap a multiple rapist responsible for a string of attacks in north London.

Woman Police Constable Janet Rodgers walked along dark alleys and side roads hoping to lure the attacker into the open.

As hidden colleagues waited for her radio signal, she deliberately put herself at risk and was pounced on.

Instead of screaming, which might have frightened the attacker away, she tapped on a concealed radio microphone and her colleagues came to her rescue.

The actions of WPC Rodgers were described at the Central Criminal Court yesterday when a teenager, believed to be the youngest mass rapist to be convicted in Britain, was given 13 years' youth custody.

Shaun Francis, of Wood Green, north London, who was aged 16 at the time of the attacks, admitted eight rapes, one attempted rape and two indecent assaults.

He was also convicted of two thefts, a robbery and a burglary.

WPC Rodgers said: "I am pleased he got 13 years but with remission he will be out by the time he is 25 or 26".

During a year of attacks Francis, who was said by defence counsel to be immature and felt inferior, would often strike in alleyways, seizing his victims from behind, threatening them and then submitting them to sexual abuse and rape. The victims included two girls aged 16 and one woman who was raped in her bed during a burglary.

Two other youths, aged 17 and 18, pleaded guilty to charges including indecent assault and burglary.

Yesterday, Judge Lyubery told Francis, now aged 18, that there had been "degradation and fear which must have been appalling for these women. It was a horrible experience whether in bed or when lawfully and peacefully passing on the street".

In sentencing, he took into account that Francis had pleaded guilty to no used weapons or serious violence.

During mitigation, the court was told that Francis had two previous convictions for indecent assault when he was 13 and 15, a few months before he began the rapes in 1985. Mr Aggrey Burke, a senior lecturer in psychiatry at St George's Hospital, London, said Francis had been a mal-adjusted youngster who needed help and was asked for it.

Mr Roy Arnot, for the prosecution, said the first attack took place in May 1985 and it was not long before things got to such a pace that the police mounted a special operation. Attacks were running at two a month at times.

The judge ordered that pleas of not guilty to three charges of attempted rape, including the attack on WPC Rodgers and another sexual offence, should remain on file.

Dealing with the other two defendants he sentenced David Lissett, aged 18, an apprentice painter of Hornsey, north London, to 16 months' youth custody for two charges of indecent assault.

Sean Simpson, aged 17, a trainee painter, of north London, pleaded guilty to theft and burglary and was bailed to return for details of community service.



WPC Janet Rodgers, who was commended by the judge after she acted as bait for the rapist

Firms are ignoring road toll

By Daniel Ward Motor Industry Correspondent

Companies pay little or no attention to road safety, despite accidents accounting for three times the 10 million working days lost through industrial accidents, according to road safety experts.

Cutting the number of road accidents in the course of industrial and business activities would, the RAC say, "not only help prevent suffering and grief but would also reduce commercial costs which must all be passed on to consumers unless compensating savings can be made in other ways".

Employers and unions will take part in a conference in London today aimed at encouraging industry to help reduce the toll of road accidents. Company-owned trucks and cars account for up to 60 per cent of those on British roads.

Championing the case for better driver education will be the oil company Conoco, whose fleet of 240 oil tankers and 180 company cars is one of the safest in Britain. All potential tanker drivers have to undergo an additional driving test before joining Conoco and company car drivers have to score high marks in an advanced driving test.

Drivers are encouraged to take a refresher course every three years to maintain a high standard. Conoco also investigates every accident involving company vehicles, assessing driver responsibility.

Portfolio Gold - University will gain new Bibles

Two winners share the Portfolio Gold competition prize of £4,000. One plans to spend part of the windfall on buying Gideon Bibles for Nottingham University and the other on house improvements.

Mr Norman Harding, aged 68, a retired district manager for a supermarket group, of Katherine Drive, Toton, Nottingham, said: "I hope and pray to use some of the money to place Bibles in Nottingham University".

He plans to spend the rest of the money on attending a Gideon convention in New Orleans next month.

Mr Harding said he had been a regular reader of *The Times* and had played the competition since it started.

Mr Ian Bowden, aged 35, a company director, of Rockshaw Stables, Spring Bottom Lane, Bletchingley, Surrey, and his wife Nicola, have recently moved into their home and intend to spend the money on central heating.

Readers can obtain a Portfolio Gold card by sending a stamped addressed envelope to:

Portfolio Gold, The Times, Blackburn, BB1 6AJ.



Mr Harding, who hopes to attend a Gideon convention.

Hay fever sets exam problems

Hay fever may influence sufferers to drop out of academic studies and also cause 2,000 accidents a year, a report stated yesterday.

Dr Gordon Rae, a senior lecturer at Ulster University, said that out of a sample of 631 undergraduates 12 per cent suffered from hay fever and about half of these considered it adversely affected their examination results in O and A levels, taken when the pollen count is at its highest.

Yet the A level grades of hay fever sufferers was slightly higher than other students.

In explanation, Dr Rae said that could have been caused by a very high pollen count in 1984, when many of the students sampled were taking O levels, followed by a very low pollen count in 1986 when they were sitting A levels.

Dr Rae's findings are supported by Dr John Guy, the author of a report on the effect of hay fever on examination results which was published three years ago.

But while students suffering from the allergy could under-achieve by one or two grades both doctors agreed that many sufferers coped by preparing for the examinations well in advance of the pollen season.

Dr Rae also found that four students had been involved in accidents during the five previous years, either because of sneezing and running eyes or drowsiness from some types of antihistamines.

How the trap was sprung

By Our Crime Reporter

"I'm a cop and you are nicked." For Shaun Francis, those words brought an end to his brief career of rape in the dark alleyways and byways of north London.

One summer night last year, he grabbed an attractive blonde in her mid-20s. As his hand covered the woman's mouth to stop her screaming, she clicked out a signal with her fingernail on a hidden microphone.

The intended victim was Woman Police Constable Janet Rodgers, a member of Scotland Yard's special patrol group, a judo green belt and member of an undercover police team.

Within minutes Francis was struggling on the ground as his would-be victim, frightened, scratched but determined, told him unceremoniously that he was "nicked".

It was the final chapter in a

secret police investigation, codenamed Operation Alleyman, which had been monitoring the streets of Wood Green for weeks hoping to trap the rapist.

Yesterday WPC Rodgers, commended by Judge Robert Lyubery for her work in the case, described walking on to the streets of Wood Green last August watched over by a team of more than a dozen colleagues.

WPC Rodgers said: "He is very strong and I can understand how those young ladies were petrified of him. I had loads of officers with me and I was petrified".

She said: "I walked past a telephone box and he was sitting on a bench. He stood up and came towards me. I thought he was going to attack me at that point".

But he sat down again as a van went by. WPC Rodgers

walked on listening to a radio connected to a radio linked to watching police. She said: "I could hear he was following me. I went into a dark side street.

"It was the hardest point in my life. I really wanted to turn round and run. The next thing I was lifted off my feet. I could not breathe or talk".

She clicked out her message. Police knew that Francis tried to silence victims and had taken precautions with the radio system which was worn under the WPC's clothes.

She was hauled, struggling, towards a car park. As the man prepared to try to rape her, she was no longer gagged but could not risk shouting in case he escaped.

The man suddenly stood up and started to walk away. He had seen a plainclothes policeman who moved towards him. The police struggled with Francis and he was arrested.

Maternity care

Midwives call for home birth service

By Jill Sherman, Social Services Correspondent

All health authorities should set up a home confinement service so that women at low risk can choose to have their babies at home, the Royal College of Midwives said yesterday.

The college also called for pregnant women infected with the AIDS virus to be segregated in separate rooms in hospital maternity departments and cared for with the same procedures as mothers with hepatitis B.

In its manifesto for maternity services for the next decade, the college said that although 99 per cent of women had their children in hospital, recent studies had shown that might not always be the best policy.

"The college now recognizes

Papworth Hospital aims to achieve one heart transplant every four days by 1990, according to Dr John Walkow, the consultant surgeon who carried out the world's first combined heart, lung and liver transplant at the hospital last December.

Dr Walkow disclosed the plans at the launch of an appeal to Britain's squash players to raise £1 million for Papworth.

The new Nigel Olney Trust, named after Britain's longest surviving heart transplant patient, a squash player, will organize fund-raising events among the more than one million people who play squash in Britain.

There is some doubt about the assumption that the safest place for delivery for all women is invariably a consultant unit", the document said.

It said home confinements should not take place on an ad hoc basis but should be chosen on a policy agreed by the relevant professionals.

The responsible midwife

said the college also questioned the cost-effectiveness and safety of high-technology techniques such as ultrasound.

That technique was now widely used. "Services should be geared towards women and not professionals. A basic standard of health care should be provided to meet the needs of all mother and babies", she said.

Women should be able to refer themselves directly to midwives at specified clinics and should be able to choose a midwife, GP or consultant or a combination to provide their basic care.

Towards a healthy nation - a policy for maternity services. (The Royal College of Midwives, 15 Mansfield Street, London W1, E2).

Miss Ruth Ashton, the college's general secretary,

Washington conference

World-wide Aids warning

By Thomson Prentice, Science Correspondent

The world faces a huge increase in Aids with up to three million new cases in the next four years, an international conference in Washington was told yesterday.

Dr Jonathan Mann, director of the World Health Organization special programme on Aids, said that between five and 10 million people are believed infected, creating a world-wide emergency that required "urgent and unprecedented" global action.

"Aids cannot be stopped in any one country until it is stopped in all countries," he said.

Every continent was affected and further spread of the disease was inevitable, he said. Cases had been reported by 113 countries. "Fear and ignorance about Aids is caus-

ing as many tragedies as the disease itself", he added.

A world summit of health ministers to discuss the crisis is to be held in London next January, he said.

Almost 21,000 people in the United States have died from the disease but by 1991 the death toll is expected to reach 179,000. Dr James Curran told the meeting yesterday.

Dr Curran, of the Centre for Infectious Diseases in Atlanta, said the biggest increases in Aids cases in America last year were among heterosexual men and women.

Among 6,000 such cases in men and 2,000 in women the majority - 68 and 51 per cent - were directly associated with intravenous drug abuse. A campaign for government

compensation for haemophiliacs and their families who are affected by Aids is being launched after evidence of the risks to them of the disease emerged yesterday.

A study showed that 83 per cent of a group of haemophiliacs in England who were infected with the Aids virus through contaminated blood products had developed symptoms of the disease and seven of them have died.

The campaign will be led by the Haemophilia Society. Dr Jones and his colleagues believe the Government has a responsibility because haemophiliacs became infected with the Aids virus through contaminated prescribed blood-clotting products several years ago.

Soldier 'dreamt of death'

By David Cross

A teenage soldier, who was found hanged in his barracks last January, had a dream about taking his life just before he died, an inquest was told yesterday.

Private Jason Mulhall and former Private David Pearce, who shared the same room at the Junior Infantry Battalion at Shorncliffe Barracks, Kent, said that about two days before Private Jeffrey Singh, aged 17, died he had dreamt about hanging himself.

"He was laughing and joking about it the next morning", Private Mulhall told an inquest in Hythe.

Private Mulhall said that Private Singh, who had missed some of his training and had been suffering from influenza and bad nose bleeds at the time, was worried because he had already lost a term's training from his course when he was sent to hospital in Woolwich with a knee injury at the end of last year.

Another of his colleagues, Private Lakhvinder Singh Dhaliwal, said that Private Singh had asked him last November how to make a noose.

During yesterday's hearing, other colleagues of Private Singh, both black and white, denied allegations of racial abuse or brutality against recruits by those in command at Shorncliffe.

The inquest continues today.

Concern over rise in charity frauds

By Mark Ellis

Charity-related fraud and abuse is increasing in Britain and is becoming steadily more difficult to control, according to the financial watchdog which certifies the accounts of government departments and public bodies.

The report, published yesterday by the National Audit Office (NAO) for presentation to Parliament says charities are big business, collecting and spending more than £10 billion a year, holding assets of about £2.5 billion, and enjoying tax and other privileges worth a similar amount. Moreover the NAO adds that the Charity Commission's register of 154,135 charities is unreliable and out-dated.

Public expectations that registration with the Commission ensures effective and

efficient use of donations are ill-founded, says the NAO, and more than two thirds of charity accounts are not professionally audited.

The Charity Commission is increasing its staff of eight to 13 to examine accounts. Recent investigations by the charity fraud unit within the Metropolitan Police into three major cases of abuse were frustrated because of the lack of accounting records.

The tax yield from 26 Inland Revenue investigations involving charities in 1985-6 was more than £4 million. A further 170 cases are being investigated.

Monitoring and Control of Charities in England and Wales, report by the Comptroller and Auditor General. (Stationery Office, £3.10).

Journalist had drugs worth £70

A lawyer representing a journalist charged with possessing cocaine yesterday asked for the case to be held in private to prevent details of his client's job being reported.

Horseferry Road Magistrates' Court, central London, refused the plea made on behalf of Mrs Annika Savill, a sub-editor on *The Independent* newspaper.

Savill, aged 29, of Novello Road, Fulham, south-west London, was given a conditional discharge for three years after admitting the possession of 912 mg of cocaine, worth about £70, in February.

She said after the case that the request for it to be held in private was done without her knowledge.

Miller ridicules complacent theatre

By Ruth Gledhill

Dr Jonathan Miller, the leading drama director, launched a scathing attack on contemporary English theatre yesterday as he disclosed details of his first season at the Old Vic in London.

Dr Miller, who is returning to mainstream theatre after spending nearly 10 years directing operas and television plays and writing books, said: "There is a stale Wincycetic pyjama smell about the English theatre. A whole miasma hangs over it. "Something is missing. Eng-

lish theatre has been so heavily bureaucratized. It is like a giant Gatwick where heavy Boeings take off every night for the entertainment of American tourists. There is a bumping Georgian, Garrick-club complacency about it.

"It is the function of a theatre like the Old Vic to be seen as a place where you can escape from the ruthless demands of the principally commercial theatre."

He said it was ironic that the Old Vic should be "lightning up" while whole tracts of the

West End theatre-land were in darkness, and blamed "Attila the tourist" for a decline in standards. "Tourists are the huns of modern Europe," he said.

Dr Miller, who announced a £2.5 million schedule of seven plays for the Old Vic in 1988, said the programme of serious and classical plays had been made possible only by the "pragmatic philanthropy" of Mr Ed Mirvish, the Canadian millionaire who bought and restored the theatre.

Five of the productions,

including the first, Racine's *Andromache*, which is due to open in January, will be directed by Dr Miller.

Guest directors will include Mr Richard Jones, described by Mr Miller as a "dangerously competitive rival", who will direct Ostrovsky's *Too Clever by Half*.

The other productions will be Lenz's *The Tutor*; N F Simpson's *One Way Pendulum*; Bussy D'Ambois, a Jacobean tragedy; Shakespeare's *The Tempest*; and *Candide*, a musical.

Injunction is thrown on to ship

By A Staff Reporter

A container with a High Court injunction inside was thrown on to the deck of a Greenpeace ship in the Irish Sea in pitch darkness yesterday morning.

The injunction was served by British Nuclear Fuels against the crew of the Dutch-registered ship *Sirius*, who had been threatening to block the discharge pipes from the Sellafield reprocessing plant in Cumbria.

A BNF representative went alongside the *Sirius* in an inflatable dinghy and used a loud-hailer to attract attention before throwing the container on board.

It was thought that Greenpeace planned to use divers wearing special protective suits and masks to block the pipeline in protest at what it claims are dangerously high levels of radioactive discharges.

A Greenpeace representative in Dublin yesterday did not exclude the possibility of breaking the injunction: an alternative peaceful form of protest would be for the *Sirius* to remain off Sellafield, flying protest banners and collecting samples of water and seaweed for analysis.

THE MAKE OF YOUR GAS CENTRAL HEATING DOESN'T CONCERN US. ITS SAFETY AND EFFICIENCY DOES.

Ask Servovarm for a service and, whatever your make of system, you can be sure of a thorough job.

Unlike so many other service schemes ours doesn't stop at simply inspecting the boiler. For only £24.95 we check everything from pipes to radiator valves to ensure the safe and efficient operation of your heating.

To arrange your Servovarm service give us a ring or post the coupon.

TO: Servovarm Service, FREEPOST, 199 The Vale, London W8 7BR (No stamp required) ☎ or call direct free on 0800 53 53 53 Please arrange for me to have a Servovarm Service.

Mr/Mrs/Miss _____
Address _____
Postcode _____ Daytime Tel. No. _____

SERVOWARM SERVICE
Access and Background accepted.

Special offer to owners of gas wet, non-Servovarm systems using Servovarm Service for the first time. Ends 21st June 1987.

A ramshackle convoy in search of a solstice

By Andrew Morgan

At 38, Brian Hunt is a sort of senior statesman among the travelling band of hippies who are hunting for a suitable solstice festival to celebrate this year.

"I've been on the road for 15 years and it's getting harder all the time", he said, bemoaning the new rules which limit the Stonehenge binge to 500 and forbid more than 12 vehicles to group together.

Yesterday Mr Hunt peered through the rain-streaked windows of his ancient bus, keeping an eye on the Avon police van which was keeping

an eye on him and the rest of a ramshackle convoy resting on Ingleshoe Common, north of Chipping Sodbury.

It is the largest convoy of the season so far (35 vehicles and 10 caravans) and technically a breach of the new Public Order Act. But this year the police are taking a "softly softly" approach - no road blocks and no punch ups so far.

Mr Hunt used to be a carpenter in Cambridge and his previous two wives, two sons and two step-sons still live there. After succumbing to the urge to travel he bought

his £600 bus with money from scrap dealing and now lives with two mongrels and Merle, aged 21, a former veterinary nurse with nine O levels who comes from Maidstone in Kent.

The bus in which they live has a double bed, two armchairs, a wood-burning stove, cooker and sink. Irish music tinkles through speakers alongside the sets of ear-rings they sell at festivals for 40 pence each. Campaign for Nuclear Disarmament stickers sit next to posters of doomed seals.

Once a fortnight the couple

collect £30 each from whatever social security office is nearest. "I have no desire to work", Mr Hunt says. "I think jobs should be given to the unemployed who want to graft. Anyway people don't employ people without a fixed address."

Teenage hippies, looking like urban punks, come to his bus for advice. Yesterday they were considering a warning from North Avon District Council that the convoy was breaking local by-laws. The gaggle of travellers, with their barefoot children and battered vans carrying the fading leg-

end "Birmingham Engineers Department" must depart.

"There's more teenagers joining us from the cities", Mr Hunt says. "It's much better being out of work amidst beauty. But I keep seeing flower people in their furries at the festivals, but never on the road. I think they just jump in their Volvos and go back to Chelsea."

"I wouldn't mind staying here for a fortnight or so", he adds. "The countryside is so beautiful. There's no point in trying for Stonehenge any more. We'll probably make do with Glastonbury."

FOR 21 YEARS OTHER BANKS HAVE BEEN BORROWING FROM BARCLAYS.



1966

June 29th. We became the first bank to issue credit cards.



1967

June 27th. We introduced the first cash dispensers.



1977

March 1st. Our customers were the first with personal bankers.



1982

March 1st. We launched the first account for young savers.



1982

August 14th. We were the first bank to bring back Saturday opening.



1987

June 3rd. We'll let it out during tonight's 'News at Ten'. Don't miss it. (Especially if you're with Lloyds, NatWest, Midland or TSB.)



BARCLAYS

WORLD SIM
Midland
from Paris

por of
caust
alled

Abrams
Contra a

WORLD SUMMARY

Muldoon barred from Parliament

Wellington - Sir Robert Muldoon, the former New Zealand Prime Minister, was suspended from Parliament for three days yesterday for criticizing the rulings of the Speaker. Last night he declared himself unrepentant and said the decision would give him more time to watch the World Cup rugby games on television (Richard Long writes).

The decision, unprecedented in New Zealand's parliamentary history, came after Sir Robert produced a press statement accusing the Speaker, Dr Gerard Wall, of wrongly interpreting Speaker's rules and of continually interrupting opposition MPs. The parliamentary privileges committee found the charges amounted to a very serious contempt, undermining the authority of the Speaker. They rejected Sir Robert's defence that the comments were a recitation of facts and could not therefore amount to contempt.

Barbados leader dies

Washington (AFP) - Mr Erskine Sandiford was sworn in as Prime Minister of Barbados after the sudden death on Monday of his predecessor, Errol Barrow, and pledged to continue Mr Barrow's policies.

"We've lost the father of independence of this nation," said Mr Sandiford, aged 50, the former Deputy Prime Minister and Minister of Education. He was sworn in by the Governor-General, Sir Hugh Springer. Mr Barrow died at his home, aged 67. The cause of death was not known.

Obituary, page 14

Zimbabwe 'infiltrated'

Lisbon - Mozambican anti-government guerrillas attacked bases inside Zimbabwe on May 31 in a move to draw Zimbabwean troops back from Mozambique to defend their own territory. Senhor Paulo Oliveira, the spokesman in Europe for the rebel Mozambique National Resistance (MNR), said (Martha de la Cal writes).

"The 12,000 Zimbabwean troops in Mozambique will have to withdraw now to defend Zimbabwe," he said, claiming that MNR fighters have been infiltrating Zimbabwe since the start of the year.

Victims named Pretoria's denial

Harare - Two West German tourists murdered by guerrillas in Zimbabwe on Monday have been named as Herr Hermann Portmann, aged 34, and Frau Maria Dorn, aged 33 (Jan Raath writes).

Herr Portmann came from Waldbrunn and Frau Dorn from Buchloe, both towns in the federal state of Baden-Wuerttemberg. Embassy officials said the two were close to the end of an African tour by motorcycle and sidecar when they were attacked.

Johannesburg - The South African Foreign Minister, Mr R. F. "Pik" Botha, has accused the US of reacting "too impulsively" in blaming Pretoria for raids last Friday on houses in Maputo, the capital of Mozambique (Michael Hornsby writes).

In his first unequivocal denial of the American allegation, Mr Botha said there was not a shred of evidence to substantiate it. "If there had been, the press would have been invited (to Maputo) in droves."

School cash for cars

Peking (AFP) - China has disclosed a major scandal involving more than 500 million yuan (\$81 million) of education funds used for other purposes, the *Guangming Daily* said. During 1985 and 1986 the funds were used to buy cars, build hotels and cadres' flats and finance businesses instead of being spent on schools, the paper said.

Delay on UK status

Paris - A decision on the future of Britain's observer status with Unesco has been postponed after a debate by the organization's 50-member executive (Diana Geddes writes).

Negotiations will continue on a demand that Britain continue to grant privileges to visiting Unesco delegations, and pay about \$9,700 for observer facilities.

Gospels by laser

New York (AFP) - Laser technology will allow the faithful reproduction of *The Book of Kells*, an Irish illustrated gospel manuscript dating from 800 AD, it was announced here.

The 680-page original is owned by Trinity College, Dublin, which will cooperate with a Swiss publisher to produce 1,480 copies, using lithography and lasers.

Reagan to ask western leaders for part cost of Gulf protection force

From Christopher Thomas, Washington

President Reagan has decided not to press Britain or the other allies to mount multi-lateral naval patrols under a joint command in the Gulf, although ideas for improved co-ordination between American and British naval forces are being studied.

He is, however, expected to raise specific plans for sharing the financial cost of the operation at the Venice economic summit, which begins on Monday. The US believes that Japan in particular should share some of the financial burden.

Mr George Shultz, the US Secretary of State, speaking yesterday on the eve of Mr Reagan's departure, specifically mentioned the possibility of a Japanese contribution of an "indirectly economic sort". He did not elaborate.

He did add that it was a matter "that we are trying to think out, and I assume the Japanese are as well". Specifics were to be taken up with Mr Yasuhiro Nakasone, the Prime Minister. Japan is

constitutionally banned from sending warships beyond its territorial waters.

He noted that Britain's military presence in the Gulf region - two frigates and a battleship - was proportionally greater than America's and indicated that the US would not expect more.

Noting that there was also a French presence in the area, Mr Shultz said that the US was "not necessarily" seeking a greater military presence in the Gulf by the allies.

He also revealed that talks were under way with Saudi Arabia about specific details of flight patterns and fighter cover for Awacs surveillance aircraft operating from Saudi bases. As for improving co-ordination between American and British ships in the Gulf he said that nothing special needed to be done.

He confirmed that the possibility of escort fees for US warships protecting oil tankers in the Gulf was under consideration, together with other ideas. But he indicated

that the US, as the biggest oil consumer and importer in the world, accepted that it would bear the main burden of the security operation.

Mr Shultz declared that there was no need to do "anything special" to co-ordinate with the Soviet Union on security operations in the Gulf. The superpowers held regular talks to prevent incidents at sea.

The leaders at the summit meeting would also discuss terrorism and arms control, he said, adding that since the last economic summit a year ago, Libya had taken "quite a beating, justifiably".

He also noted that there had been a 33 per cent drop in international acts of terrorism in Europe in the past year and that the rule of law had emerged as "a useful tool".

He noted with approval the 45-year sentence imposed in Britain on Nezar Hindawi, who was found guilty of the bomb plot against an El Al airliner at Heathrow.

Leading article, page 13

Venice hit by summit fever

From Roger Boyes, Rome

President Reagan arrives in Italy today for his seventh Western summit meeting, and he seems sure of a good night's sleep. A king-size bed has been flown to Venice, Mrs Nancy Reagan's room in the Villa Condalmar has been redecorated to her taste, with soothing blue wallpaper and Canaletto, and squadrons of security guards are on the alert to ensure that nothing wakes him up.

The President will rest in Venice for a few days, though he will receive regular briefings from Washington via the American Embassy in Rome, before moving to the Hotel Cipriani for the meetings which begin on June 8.

Mrs Reagan, who has a long shopping list (she has ordered two pairs of shoes from the designer Rene Caorilla, one black with rhinestones, the other white with pearls), will spend some of the summit period in Stockholm, the Venice of the North.

Meanwhile the Venice of the South, which has been

grumbling about too many tourists - it is thinking about introducing visas like an ancient city state - now finds itself swamped by secret service men. For two weeks an American official, under Venetian intelligence, has been practising landing a bullet-proof gondola. This will be the basic means of transport during the summit, and memories are still fresh of how former President Carter was almost bumped off the boat by clumsy navigation in 1980.

President Reagan intends to swim every day while in Venice and an agent will test the waters of the swimming pool for mines or poison. Mr George Shultz, the Secretary of State, has reserved the Lido Golf Course for June 5 - when President Reagan is due to tape a television speech - and will challenge the President of the club, Count Ludobico Valmarana.

The Japanese Prime Minister, Mr Yasuhiro Nakasone, is not taking risks either. He has sent a couple of food tasters to Venice.

French "cohabitation" also has its limits in Venice. President Mitterrand will stay at the palatial home of a friendly Venetian count, but the Prime Minister, M Jacques Chirac, will be lodged at the Gritti Hotel with Mrs Thatcher.

Meanwhile, Signora Rosa Carbone has received a city contract to destroy as many Venetian gnats as possible by June 8. The gnats are a constant problem of the Venice summer: the swarms are almost impenetrable, and the island where the summit meeting will be held, San Giorgio Maggiore, is particularly vulnerable. Fishing boats have been commissioned to scrape away the algae around the island and head off the gnats. "We must move quickly," said Signora Carbone, a fitting message for a waterfront summit.

WASHINGTON: Mrs Reagan plans to visit anti-drug programmes in Sweden while her husband is in Venice, the eighth time she has taken her anti-drug campaign abroad (AP reports).

End of a French drugs raid



A drugs dealer being arrested at gunpoint by a policeman in the Panier quarter near the old port of Marseilles. He was one of 30 people held by French police on Monday, bringing to a successful end months of investigation in an intensive operation to smash a large drugs ring.

Flurry of accusations over murder of Lebanese leader

From Juan Carlos Guncio, Beirut

Lebanon yesterday mourned its assassinated Prime Minister, Rashid Karami, amid a flurry of accusations blaming his murder variously on the right-wing Christians and on Israel.

The public controversy overshadowed efforts to cope with the political crisis and the official investigations to determine the origin of the bomb which killed Mr Karami as he was flying to Beirut on board a military helicopter on Monday.

In Tel Aviv, Mr Yitzhak Shamir, the Israeli Prime Minister, denied allegations emanating from Syria that his country was behind the assassination. "The Syrians know Israel has no connection (with the murder)," he said. "Israel does not intervene today in Lebanon's internal matters."

In a rare demonstration of unity, Lebanese Christians and Muslims joined in a national strike that paralyzed the country on the eve of Mr Karami's funeral, which will take place today in his home town, Tripoli.

President Amin Gemayel, a Maronite Christian, heeded recommendations by Muslim leaders and named Mr Salim Hoss, aged 57, as interim Prime Minister. A Sunni Muslim like Mr Karami, Mr Hoss is a prominent US-educated economist who has twice served as Prime Minister and was until yesterday Minister of Education and Social Affairs.

The mystery surrounding Mr Karami's assassination centres on two crucial questions: was the 10 oz explosive charge which killed him in midair planted in his briefcase and handed to him as he boarded the aircraft; or was it already under his seat when the helicopter arrived in

northern Lebanon to pick him up?

Some officials, speaking in private, were inclined to support the first possibility, which would have meant that the assassins were in northern Lebanon with him and perhaps even personally made sure that the Prime Minister placed his briefcase under his seat for the flight to west Beirut.

But the testimony of one survivor of the blast has augmented speculation that the bomb could have been planted before the helicopter

According to the newspaper, President Gemayel would have accepted Mr Karami's resignation, but only as a formality. That step, and Mr Karami's ratification, would have served as a prologue for a broader political agreement which envisaged an enlarged Cabinet, paving the way for a series of reforms favourable to the Lebanese Muslims.

Al-Habikha, a Beirut paper which often reflects the point of view of the Shia Muslim Amal militia of Mr Nabih Berri, the Justice Minister, openly blamed the Lebanese Forces and called for the trial of its commander, Mr Samir Geagea, an ardent anti-Syrian Christian leader who had never disguised his dislike for Mr Karami.

The paper, which attributed its report to "a Cabinet Minister", said that the Lebanese Forces "controlled" several ranking officers of Lebanon's armed forces.

It suggested that two Lebanese Air Force pilots whose aircraft was diverted last week to Israel were accomplices in the assassination, and said that the interception provided cover for a meeting between the pilots and Israeli officials jointly plotting to kill Mr Karami.

Mr Rassi, who was sitting near Mr Karami but suffered only minor injuries, added: "The bomb came from the aircraft from an air base belonging to the Lebanese Army." His words are a clear hint of an Israeli plot with the complicity of some members of Lebanon's armed forces. "Israel is the only bene-

Tension eases on Kenya's border

From Alastair Matheson, Malaba, Kenya

Convoys of juggernauts hauling brightly-coloured containers groan sluggishly through the border posts which separate Kenya from Uganda, dwarfing the occasional cars which try to weave past them on this lifeline linking land-locked Uganda, Rwanda and Burundi with Kenya's port of Mombasa.

For a month, the border posts of Busia and Malaba have become the object of heated allegations in both Nairobi and Kampala, each Government accusing the other of impeding traffic flow.

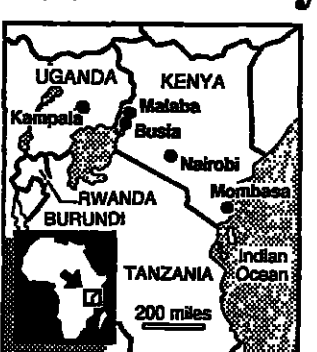
Tension mounted so much last week that President Moi of Kenya flew to the border to

see for himself what the trouble was about.

Satisfied that on the Kenyan side "the border is as open as the road to Damascus", he stroled across the narrow "no-man's land" to the Uganda border, where he delivered an impromptu address

to a group of Ugandans peering through the gates. Rumours from both sides have fuelled the rising tension, but high-level officials tried to cool public tempers once it emerged that both countries had contributed to what Moi called "imaginary tension". It started when Uganda imposed a \$150 entry fee for all visitors, to be paid in hard currency. Lorry-drivers must also pay heavy charges for using Ugandan roads.

On the Kenya side, Ugandans find that stricter entry regulations are being implemented: only those with work permits are allowed in, including even Ugandan lorry drivers, whose cargoes are left stranded.



Growth of anti-Semitic organization

Glasnost's open door lets in the Soviet fanatics

From Christopher Walker, Moscow

A sinister group of self-styled Russian patriots, with blatantly anti-Semitic views and a philosophy which provides disturbing echoes of the Nazi Brown-shirts, is rapidly becoming an unofficial force in Soviet political life.

Known as Pamyat, the Russian word for memory, the group has recently been exploiting the new policy of glasnost to attract thousands of supporters to meetings in Moscow and to affiliated organizations in other major cities, including Leningrad.

Pamyat, originally set up in 1980 as a society to protect historic churches and monuments, has recently moved closer to the political arena with marches and demonstrations and a two-hour meeting with Mr Boris Yeltsin, the Moscow Communist Party chief and a junior member of the ruling Politburo.

The public emergence of the group and its ability to attract a growing number of young supporters despite its underground status (it is not registered) has begun to attract some fierce attacks, in the more reformist sections of the official Soviet media

appalled by the bigotry of its attacks on Jews.

Although the group - whose leaders have so far refused interviews with western reporters - have latched on to some causes espoused by Mr Mikhail Gorbachev, such as the anti-vodka campaign, they are seen by many Soviet intellectuals as a front for conservative reaction against elements of the Kremlin's liberalization campaign.

In addition to Zionism, other targets for the vitriolic speeches of its leaders include world Masonry and alleged American influences inside the Soviet Union. In a blistering attack, the magazine *Ogonyok* likened the group to the notorious Black Hundred

movement which organized pogroms in Russia at the turn of the century.

The magazine quoted a three-hour speech by one Pamyat leader, Mr D. Vasiliev, which was delivered in Siberia and taped for distribution throughout the country. Mr Vasiliev said, with the paranoia that is the

group's hallmark: "Around us there are enemies of the people. We have to tear them to pieces. And pound into dust everyone who is in our way."

According to the Communist Party youth paper *Komsomolskaya Pravda*, Pamyat members combine their anti-Semitism with assertions of their own superiority. They fiercely oppose the Kremlin's new policy of allowing Jewish emigrants to return to the Jewish Union and of allowing dismissed officials to retire on pension. "Instead they should be facing the firing squad", one speaker said.

Although Pamyat meetings cannot be advertised, they have been attracting large crowds. A Soviet reporter who attended one in Moscow wrote that the members "see Jewish influence everywhere, from a picture of the moon which is often featured on toddler's romper suits, to six-pointed stars which they believe often appear in Soviet newspapers in camouflage".

Speeches by leaders of groups linked with Pamyat have been circulating on cassette in Moscow for several months. The shadowy organization first grew up under government auspices but has since spread wider

into society and, according to the official media, has been attempting to infiltrate and compromise the new Soviet culture fund of a leading member.

Diplomats who had originally dismissed its antics as those of a lunatic

We have to tear them to pieces.

ultra-nationalist fringe have noted in recent weeks that it has been attracting increasing attention as its leaders capitalize on the nostalgia of many disillusioned Soviet citizens.

Last month, 400 supporters marched through the streets of Moscow, and their subsequent meeting with Mr Yeltsin is believed to be the first between members of a non-official group and a Politburo member after a public protest.

Officials who are opposed to Mr Gorbachev's liberalization drive are thought to be sympathetic to some of Pamyat's aims and there is now concern that the group will increase its influence among them.

Horror of Holocaust recalled

Lyons (Reuters) - The Nobel Peace Prize winner, Mr Elie Wiesel, said yesterday that the Klaus Barbie trial, resurrecting the memory of crimes committed 40 years ago, would help to avert new horrors on a similar scale.

Mr Wiesel, who coined the term "Holocaust", was deported to Auschwitz in April, 1944. Making his first appearance at a Nazi trial, he said that he lived in a world of fantasy before his deportation, studying Jewish religion, awaiting the coming of the Messiah.

"My first contact with reality was the camp," he said. "A mad world where people pummelled other people, where bodies burned day after day, night after night."

He said that he saw his sister, mother and grandmother herded into the women's queue during the SS selection of new camp arrivals, and disappear towards the chimneys that belched flames and smoke into the sky.

"I cannot accept a world where little girls die that way, where small children are thrown alive into the flames," he said, referring to the death of his small sister and to an incident he saw at the camp. Earlier, while visiting a stark 60 ft memorial erected on Lyon's Town Hall square for the duration of the Barbie trial to those who died in the German camps and gas chambers, Mr Wiesel stopped before a photograph of the shaven, skeleton-like inmates of Auschwitz-Birkenau to point out his own face among them.



Mr Abrams swearing the oath before testifying to the joint House-Senate committee "Irrigate" hearings yesterday.

Abrams denies leading Contra arms operation

From Christopher Thomas, Washington

Mr Elliott Abrams, the US Assistant Secretary of State for Latin America, denied yesterday that he had led a special three-member committee that directed aid and arms drops to the Nicaraguan Contras at a time when official US aid was banned.

But Mr Abrams, a hardliner who has been President Reagan's leading official for policy in Central America, admitted at the opening of the fifth week of the "Irrigate" hearings yesterday that he was aware of arms supply efforts and knew that military assistance was being provided.

He disputed testimony given last week by Mr Lewis Tambos, the former US Ambassador to Costa Rica, that assistance for the rebels was directed by the three-member Government group which included Lieutenant-

Colonel Oliver North, the dismissed White House aide.

"He doesn't know what he's talking about," he said.

Mr Abrams told the hearings that Colonel North had told him that there was "a whole network out there" of private donors and bank accounts. He said he had once sought assurances from Colonel North that his activities were legal. North had told him he had never solicited "a nickel" of private aid for the Contras.

"There was no discussion of how this network operated, but it was quite obvious it was out there," he went on. "I think we knew it was supplying only lethal assistance as time went by."

Mr Abrams is the highest-ranking current US official to be called to testify on the scandal.

From Our Own Correspondent, Moscow

With the Soviet military establishment already in disgrace over last week's failure to prevent a West German light aircraft from landing in the shadow of the Kremlin, *Pravda* yesterday published excerpts from letters by two colonels attacking the country's elite military schools for turning out poor officers.

Although the attacks were not connected directly with the daredevil flight of Herr

Mathias Rust, the 19-year-old West German pilot, Western sources said that they appeared to be a further deliberate dig by the Communist Party against the country's military leadership.

One senior Nato diplomat said that Mr Mikhail Gorbachev's confrontation with the defence establishment over the aircraft incident could pose problems for him. There were signs of deep resentment at his unceremonious dismissal of the Defence Minister, Marshal Sergei Sokolov, and the Commander-in-Chief

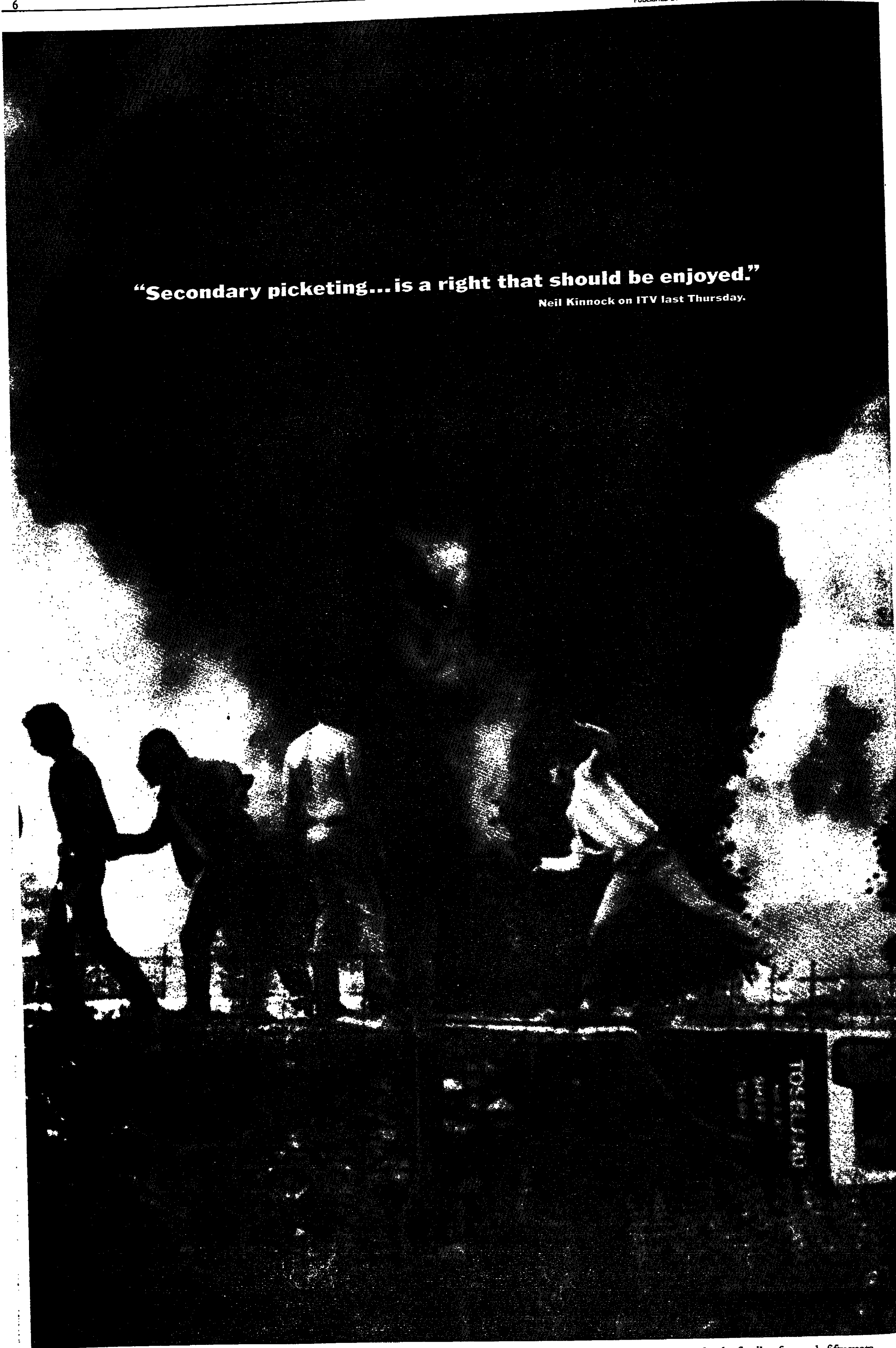
of Soviet Air Defences, Marshal Alexander Koldunov.

The *Pravda* article quoted one colonel from Leningrad as saying he knew from personal experience that graduates from the country's top military schools were usually had military leaders in later life. "Often they are children and grandchildren from well-off homes - cosseted, spoiled kids whose families cannot keep them under control," wrote Colonel I. Tarasov. "My observations show that graduates of the Nakhimov School (a Leningrad naval college)

rarely become good commanders.

Another colonel, G. Salmin, claimed that the schools had been modelled on the Tsarist Cadets' Colleges before the 1917 Bolshevik Revolution, but were giving their pupils inadequate training. "The existing schools, which were set up on the model of the Cadets' Colleges, have turned into a refuge for parades and for making life easier for certain parents," he complained.

Meanwhile, Herr Rust remained under interrogation at Moscow's Lefortovo military



"Secondary picketing... is a right that should be enjoyed."

Neil Kinnock on ITV last Thursday.

Labour promises to legalise secondary picketing and to destroy the Conservative trades union reforms that have brought us the lowest levels of strikes for nearly fifty years.

CONSERVATIVE 
THE NEXT MOVE FORWARD

Azaria case
pardoned by
over murder

Conflict still

SIX DAY
WAR

June 3
1987

...says thomson

هكذا من الاصل

Judicial inquiry finds dingo 'may have taken' baby girl

Azaria case couple are pardoned but may sue over murder conviction

Mrs Lindy Chamberlain was cleared yesterday of having murdered her baby daughter, Azaria, almost seven years after she claimed that she had seen a dingo running away with the child, and five years after she was sentenced to life imprisonment.

From Stephen Taylor, Sydney

getting a pardon for something you didn't do in the first place," she added.

The Chamberlains are also said to be considering a claim for compensation against the Administration of the Northern Territory, where the trial was held.

Justice Morling found that there were "numerous and formidable obstacles" to accepting the Crown case that Mrs Chamberlain cut Azaria's throat in the front seat of the family car at Ayers Rock camp site in 1980.

He balanced this against what he described as some "unsatisfactory" and "unconvincing" evidence by the Chamberlains, although this he thought was attributable to their shock and distress.

The inquiry was the fifth and final judicial investigation of a supposed crime in which no body, or motive, has ever been produced.

On the night of August 17, 1980, Azaria disappeared from the Chamberlains' tent at Ayers Rock in central Australia.

Mrs Chamberlain claimed then - and has stuck to the story ever since - that she saw a dingo emerge from the tent with Azaria in its mouth.

An inquest accepted this account, but a second inquest produced new forensic evidence which led to the conviction of the couple, and

dismissal by the High Court of their appeal.

Mr Justice Morling made it clear that he believed the additional evidence turned up by his inquiry would have obliged the trial judge to order an acquittal.

He rejected the main point of the Crown case - that significant amounts of baby's blood was identified in the Chamberlain's car - and alleged that "bloodstains" under the car dashboard were very probably an insulation solution.

Mrs Joy Kuhl, the forensic biologist who did much of the blood-testing, was found to have lacked adequate experience for the task.

The Judge also cast doubt on crucial trial testimony by Professor James Cameron, a British pathologist.

"Professor Cameron's evidence that there was an imprint of a hand in blood on the back of the baby's jumpsuit has been weakened, if not totally destroyed, by new evidence that a great deal of what he thought was blood on the back of the jumpsuit was, in fact, red sand," he said.

It was a pity, the judge added, that another British expert, Dr Patrick Lincoln, was not called at the trial, as he was in a position to dispute other important Crown evidence on "findings" of blood in the car.



Mrs Lindy Chamberlain attending an earlier session of the judicial inquiry which yesterday granted her a pardon.

Fijian troops shoot out tyres of UK diplomats' vehicle

By Nicholas Beeston

Fijian troops shot out the tyres of a British High Commission Land-Rover yesterday and slapped the British consular attaché, Mr Jim Liddell, one of the two occupants.

The incident followed an argument with Mr Liddell and the assistant defence adviser, Lieutenant-Colonel Michael Busby, after the two diplomats refused to let the soldiers search the vehicle at a checkpoint near the port in Suva.

Following what is believed to be the first shooting incident by the army since the military coup last month, the British High Commissioner, Mr Roger Balfour, delivered a strongly-worded protest to the Fijian Foreign Affairs Department. He is expected to present a formal written complaint today.

The incident came as the diplomats were leaving the port area after having visited Cable and Wireless's merchant vessel, the Pacific Guardian.

"The soldiers were under orders to search every vehicle that left the area, but the diplomats claimed immunity under the Geneva Convention," a spokesman for the High Commission told The Times by telephone.

In a 40-minute argument the diplomats demanded that the sergeant in charge of the checkpoint contact his commanding officer or the High Commission for clarification.

"The diplomats complied with every instruction from the soldiers, except allowing them to search the vehicle," the

spokesman said. He added that during the exchange Mr Liddell was "cuffed across the ear" by an angry soldier.

Later, Colonel Busby began to drive the Land-Rover away. He was ordered to halt and did so. Apparently to prevent the vehicle from moving again, two soldiers armed with rifles shot out one front and one rear tyre. Neither of the vehicle's occupants was injured.

It took another hour for the High Commission to negotiate the release of the two men and the vehicle, which was towed away for repairs.

WELLINGTON: The Deputy Prime Minister of New Zealand, Mr Geoffrey Palmer, said yesterday that a Fijian request for the New Zealand survey ship Monowai to leave Fijian waters reflected "underlying tensions" following the coup (Richard Long writes).

The request followed the detention by Fijian troops of two New Zealand soldiers, both former members of the SAS unit, who were temporarily seconded to the staff of the captain of the Monowai.

Although the New Zealand soldiers were in Navy uniform, with Navy identity cards, they were detained when they were recognized by Fijian soldiers who had trained with them.

A Fiji military spokesman said that it would be a typical SAS operation to second the soldiers to the Monowai to gather intelligence in Fiji.

Mr Palmer denied that there had been any subterfuge on New Zealand's part.

Death penalty for top athlete

Colombo (Reuters) - A Sri Lankan judge yesterday sentenced to death a former Australian javelin champion, Reginald Spiers, aged 44, for having tried to smuggle heroin and hashish into the country.

Execution under Sri Lankan law is by hanging, but court sources said death sentences had not been carried out for years and Spiers was likely to be jailed for life.

Rock mosque

Gibraltar - Saudi money is to give Gibraltar its first purpose-built mosque since August 20, 1492, the day Spain regained it from the Moors and converted the principal mosque into the present Catholic cathedral.

Hostage freed

Oyarzun, Spain (Reuters) - Spanish police set free the personnel manager of a plastics factory in the Basque region who had been held for 11 hours by workers protesting at the threatened closure of the plant.

Bare facts

Santa Cruz de Tenerife (Reuters) - A man and a woman are in custody awaiting charges after being found making love naked in a central square in this Canary Islands town, police said.

Cinema blast

Chandigarh (Reuters) - A bomb planted by suspected Sikh extremists exploded outside a cinema in the north Indian state of Punjab, killing four people and injuring 20.

Border death

Budapest (AP) - A 28-year-old Romanian who tried to escape across the border to Hungary was shot dead by Romanian border guards on Hungarian territory.

Rare birth

Moscow (Reuters) - A rare black leopard cub has been born at a zoo in the Soviet Central Asian republic of Kazakhstan, Tass said.

Mirage aid

Madrid - Israel's armaments industry is to help to modernize 34 Mirage 3 jet fighters for the Spanish air force, sources indicated here.

Market bomb

Rawalpindi (Reuters) - About 30 people were wounded by a bomb blast in a vegetable market here.

Conflict still on peak of anguish

High on the Mount of Temptation, the laughing group of fit young Israelis, guns slung easily over their shoulders, rushed happily past. "Welcome to Israel," one shouted. "I hope you like my country."

The Mount of Temptation is not, in fact, in Israel. This red-rock peak overlooking the lush green oasis of Jericho is traditionally the place where the Devil showed Christ all the kingdoms of the world in a moment of time. But from its windswept top the only kingdom that can be seen is that of Jordan, shimmering in the heat haze to the east. The rest of the stupendous view is over the occupied West Bank.

The youngsters, however, all born within a few months of the Six-Day War in 1967, have never known a time when the mountain was not in Israeli hands. For them it is naturally part of their country. They cross no borders to reach it. Army instructors teach them Jewish history at the top, pointing across the Jordan to the mountains of Moab, where Moses at last saw the Promised Land. For the average Israeli youngster the "Green Line" just does not exist.

The "Green Line" owes its name to the trees Israel planted along its ceasefire line after 1948. Where today the motorway between Tel Aviv and Jerusalem skirts the border the green trees of Israel to the south and the bare hills of occupied Jordan to the north show the dividing line more vividly than a fence of barbed wire.

The older generation remember the wire before what many call "the miracle" of the rapid victory in 1967. But the younger Israelis scarcely notice it.

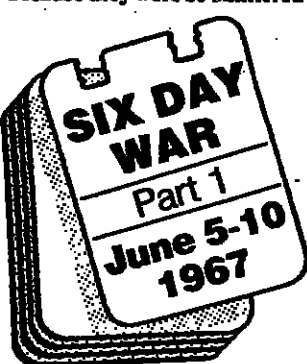
The very opposite is true of the Arabs. Nearly 60 per cent of the population of the occupied territories have been born since the war. Another 20 per cent were just children at the time. Yet these young people appear to feel the occupation much more than do their parents. It is among them that the longing for the land seems strongest and the "Green Line" most real.

They have never known another way of life, but they have grown up resentful of the occupation and prepared to resist. Life in the camps is so bleak that they fear prison scarcely at all and call it "National Service for Palestine." It is easy and satisfying to resist.

Samir Rantissi is a 23-year-old student from el-Bireh who can still remember how frightened he was as a toddler when

lightning strikes 20 years ago on Friday Israel virtually destroyed the air forces of Egypt, Syria and Jordan, and advanced into Sinai. In the first of two articles marking the anniversary of the Six-Day War, which totally changed the face of the Middle East, Ian Murray describes the feelings of the generation of Jews and Arabs on the West Bank born after the conflict.

his family fled to Jordan before the Israeli advance. Now he refers to the older generation as "the people of the shock". They do not attempt to do much, he says, because they were so shattered



by the suddenness and unexpectedness of the Israeli victory.

Recent figures from the International Committee of the Red Cross show that there have been half a million arrests or detentions out of only 1.3 million living in the occupied territories. Some



Israeli paratroopers standing proudly before the Western Wall after having captured the Arab section of Jerusalem in 1967.

have been in custody two or three times, but the figures mean that at least 300,000 know what arrest means, and detention has become so common that even children have grown blasé about it.

Samir was arrested when he was 15 after a demonstration at his school in which stones were thrown at Israeli troops. "The soldiers rejoiced as though they had caught fighting terrorists," he remembers. "They twisted my arm and started beating me. As a 15-year-old you feel fear, but when you get inside the station and are facing interrogation you cease to think of yourself as a 15-year-old."

Stone throwing is the most persistent problem facing the Israeli security forces as they patrol the West Bank. It seems to grow out of the games of Palestinians and Israelis that the children play instead of cops and robbers. From that to throwing a stone at a passing Israeli car is simple. It is adventurous and exciting and the reward for hitting a car

or a soldier is hero status and a feeling of pride.

The security services, known and feared as the Shin Bet, keep track of every youngster. By the time he is 17 every boy expects to have been called in for an interview and a detailed file is opened on him. Some boys, particularly the younger ones, are turned into informers by kindness or by fear.

The consequence is that Shin Bet is highly successful at tracking down activists. Even the Palestinian defence lawyers admit that confessions by suspects are usually accurate, although they are often claimed to have been extracted under duress.

The arrest success rate seems to have changed the character of protest. There are fewer cells of armed fighters, but the number of spontaneous violent incidents involving young people has risen sharply. This rise began after the signing of the Camp David agreement in 1979 and accelerated during the 1982 Lebanese war.

In 1977 there were on average no more than one or two reported stone-throwing incidents a day. In 1983 there were at least 15 a day and the figure has remained at about that level.

The soldiers, trained to fight real battles, hate crowd control work, which they are ill-equipped to do. Sent on patrol in West Bank cities like Nablus or Hebron, they will admit to feeling alone in a hostile world. "You sense all those eyes staring at you and hating you," a 20-year-old infantryman from Haifa said.

Some of the young soldiers take it out on the Arab population, which they clearly hold in contempt. While posted on rooftops, for example, they have been reported washing or even urinating in the water tanks. Other young soldiers, horrified by this attitude, refuse to serve on the West Bank.

Some agree to serve in order to restrain those who enjoy stopping and beating a passing Arab on the slightest pretext.

Just as the Arab children play their games, so the Jewish children play theirs. In one a boy will draw a cross on the palm of one hand and a Star of David on the other and hold his clenched fists out for his playmate to choose one. "If he picks the one with the cross, everyone laughs and calls him a stupid Arab," a 19-year-old girl soldier from Petah Tikva explained. "If you do anything stupid at school they call you an Arab." Tomorrow: Economic legacy

Sir Joh in poll peace move

From Our Correspondent, Sydney

With just over a month to go before Australia's third general election in four years, there is a whiff of reconciliation between warring Conservative leaders.

The first peace move has come, paradoxically, from Sir Joh Bjelke-Petersen, the archly right-wing Premier of Queensland, whose ambition to become Prime Minister, at the age of 76, recently fractured the loose but durable coalition between the parties of the centre-right, the Liberals and Nationals.

The two parties badly need to patch up their differences, because the disarray of the right has clearly enhanced Mr Bob Hawke's chances of winning a record third term for Labor on July 11.

Sir Joh could have played an important role in a united

Conservative effort, as he is probably the most widely-recognized politician in Australia after Mr Hawke.

But so far he has preferred to stake his chances on a personal campaign for the prime ministership, though he does not yet have even a seat in the Federal Parliament.

In the past two days, however, Sir Joh has backed away from his criticisms of Mr John Howard, the Liberal leader, and Mr Ian Sinclair, federal leader of the Nationals.

Some analysts see this as evidence that he recognizes that the snap poll called by Mr Hawke last week leaves him insufficient time to carry out his stated intention of fielding "Joh candidates" in every constituency.

It is also possible that his backers have realized that, for

all his support in the rural districts, most city voters view his ambitions with a combination of incredulity and apprehension.

For Mr Howard, a resilient and under-rated politician, there is clearly relief that a real test is finally at hand. Since Mr Andrew Peacock forfeited the leadership through carelessness in September 1985, Mr Howard has had a particularly difficult time.

The uncharismatic Mr Howard has not been helped by critics in his own party who have undermined his position from the outset. Some have proposed a comeback by Mr Peacock. There has even been a suggestion that Mr John Elliott, a businessman, be drafted as leader, though he has not yet been endorsed for a safe parliamentary seat.

Advertisement for Victoria Wine of the Month. It features a bottle of Bodegas Arisabel Rioja wine, a glass of wine, and the text 'GEMINI'. The price is listed as £2.99 net price per 70cl. The advertisement also includes the name 'THE VICTORIA WINE COMPANY' and a small logo.

Amnesty says thousands tortured in Cambodia

By Caroline Moorehead

Thousands of political prisoners in Cambodia, held for years without trial, are being tortured or kept shackled in dark underground "coffin-like" cells, according to a report published by Amnesty International today.

The human rights organization is launching a fresh appeal to the Cambodian Government to end the human rights abuses and is calling on the Vietnamese authorities, who since 1979 have been assisting the Government in the administration of the country, to investigate allegations that

Vietnamese personnel are taking part in the torture. For many ordinary inhabitants of the country the hope of a safe and decent existence promised by the fall of Pol Pot at the end of the 1970s has never materialized.

Information for the report comes from former political prisoners, former Cambodian security officers and the relations of men and women imprisoned.

Among the 400 cases on Amnesty International's list - only a small proportion of the several thousand political prisoners known to have been held in recent years - there are

farmers, fishermen, factory workers, students, teachers, Buddhist monks and army and police officers suspected of having changed sides.

The conditions in which they are kept are brutal. To extract "confessions" of opposition activity or information about Government opponents, prisoners are beaten with truncheons or iron bars, suffocated with plastic bags, burned and buried alive.

Injuries caused by torture and diseases contracted in severely inadequate sanitary conditions remain untreated, and food and water is reduced progressively to speed a

"confession". At least 34 prisoners are known to have died.

The guilt or innocence of these prisoners, the report says, appears to be decided arbitrarily by the Government and Vietnamese arresting authorities.

A former prison interrogator is quoted as saying: "Any activity felt to be subversive can be a reason to arrest, imprison and torture someone. It is OK to arrest someone by mistake, as long as no one is released by mistake."

Kampuchea: Political Imprisonment and Torture (Amnesty International, Easton Street, London WC1X 8DJ).

People feel strongly about the post, says Thatcher

Royal Mail service 'will not be sold'

By Robin Oakley
Political Editor

The Prime Minister expressed herself an enthusiast for the Royal Mail yesterday and promised that in any plans to privatize the Post Office the mail service would remain inviolate.

Mrs Margaret Thatcher offered no reasons for the exception to the Government's general strategy of privatizing anything it usefully can, save that there was strong feeling about the postal service.

At her morning press conference, during a discussion on the nationalization of the energy industries, Mrs Thatcher suddenly volunteered to general surprise: "I have indicated that the GPO — the Royal Mail — would not be privatized. People feel very strongly about it and so do I."

She offered no more explanation, merely repeating her pledge that it would not be privatized "because it is the Royal Mail".

When it was pointed out that people felt strongly about something as basic as water, and that there was a firm pledge in the Tory manifesto that the water authorities would be privatized, Mr Norman Tebbit, the Conservative Party chairman, broke in to explain that the water authorities had only been nationalized since the last war for the most part, whereas there had been universal postage since 1840.

Mr Nigel Lawson, the Chancellor of the Exchequer, said that many people already bought their water from private companies.

It is understood that the Prime Minister's commitment did not refer to Girobank and the counter services provided by the Post Office.

Mr Lawson made clear at the press conference that the Government's timetable for privatization in the next Parliament, should the Conservatives be re-elected, will begin with the selling-off of the British Airports Authority and will continue with the disposal of the water authorities and of the state-owned electricity industry.

It is expected that the BAA privatization would begin before the end of the year.

Mrs Thatcher and her ministers made clear yesterday, however, that there are no early plans for the privatization of British Coal, British Rail or British Steel.

Mr Peter Walker, Secretary of State for Energy, said that the Government was committed to giving miners a direct stake in their industry when it was profitable and viable, but he did not expect that to be in the next Parliament. Mr John Moore, Secretary of State for Transport, said that there were "no basic plans" to privatize the whole of British Rail.

The project which appears to have slipped somewhat, however, is that to sell off British Steel. Last December, Mr Giles Shaw, Minister of State for Industry, said: "The Government wish to transfer the British Steel Corporation's assets and activities to the private sector as quickly as is practicable."

But the commitment on BSC did not appear in the Conservative manifesto and yesterday Mr Tebbit said that, although British Steel was now profitable, it operated in a sector where there were considerable problems. "We do not see British Steel as an early candidate for privatization."

Mr Tebbit indicated that although the Government wanted to see the Rover Car Group privately financed as soon as possible there were no early plans for its privatization.

Labour well ahead in Scotland

Just before Mrs Thatcher arrived in Scotland for a rally, three opinion polls revealed that Labour is buoyant north of the border, (Ronald Faux writes).

The latest, to be published today by System Three, is understood to give national confirmation of two polls taken in the key Tory-held seats of Edinburgh South and Stirling.

The polls, for *The Glasgow Herald* and Scottish Television, indicate an equal swing of about 10 per cent away from Mr Michael Forsyth in Stirling and Mr Michael Antram, Scottish local Government minister in Edinburgh South and putting Labour in the lead in both seats.

A swing maintained throughout central Scotland would mean the departure of Mr George Younger, Secretary of State for Defence, in Ayr, Mr Malcolm Rifkind, Secretary of State for Scotland, in Edinburgh Pentlands, Sir Alex Fletcher in Edinburgh central, Lord James Douglas-Hamilton in Edinburgh West and the loss of five other Tory seats.

The Scottish National Party calculates that the swing would make six Tory-held seats vulnerable to their candidates including Argyll and Bute (held by Mr John Mackay, Scottish education minister), Galloway and Upper Nithsdale (Mr Ian Lang, Scottish industry minister) and Angus East (Mr Peter Fraser, Solicitor-General).

More bindweed than roses in Labour policy, Owen says

By Sheila Gunn, Political Staff

Dr David Owen let loose a withering attack on his former party last night, stating that more bindweed than roses thrived beneath its surface.

Labour's image-makers tried to paint out the thorns, he said. But they were still there for all to see.

His demolition of the new-look Labour Party was similar to the Conservatives' sniping at what lies behind the facade of red roses. It also signalled the Alliance's switch of tactics to spend more time attacking Labour on issues other than defence instead of simply dismissing the party.

Speaking in Finsbury Town Hall, Islington, in north London, Dr Owen said: "In *Alice in Wonderland* the gardeners painted the red roses white in a desperate attempt to cover up what they did not want to see. In the Labour Party's wonderland, that nice white image is all we are allowed to see, and supposed to accept."

"However, you cannot disguise nature for long. The new Labour Party, more bindweed than rose, bereft of stick public relations, soft-focus lenses and whitewash, thrives just beneath the surface."

Taking the analogy over to local government, he said that it was time the country focused on the "suffocating weed" in Labour-controlled councils. Among his targets were:

- Lambeth: rent arrears of £10 million, and 1,300 empty council homes.
- Sheffield: £54,000 on anti-nuclear activities.
- Derbyshire: £30,000 on grooming councillors for television.
- Leeds: Capital deficit of £700 million.
- Ealing: Rates up by 56.8 per cent.

"This cry of self-promotion, self-interest and self-segmentation by the liberal left has resulted in an estimated total debt for Labour-controlled councils of some £2 billion last year, much of it owed to the gnomes of Zurich — in the 1960s the hate figures of the Labour Party."

not helping women.

The Alliance pledge:

- Separate taxation for women
- Tax relief on child care for working mothers
- Equal pay
- Equal representation on public bodies
- More help for women caring for dependents
- Equal rights as part-time workers.

Alliance promotes deal for women

Mrs Shirley Williams rounded on Mrs Thatcher yesterday for setting a bad example to women in politics.

As the Alliance promoted its policies for women, the SDP president said that the Prime Minister had been an extraordinarily authoritarian leader.

"That is not a good example for women in politics."

She brushed aside Labour's plans for a ministry for women as "straight gesture politics of the most cynical kind".

Dr David Owen, the SDP leader, added: "We have no ghetto, no women's section, no policy to separate women."

Lady Seear, Liberal leader in the Lords and Alliance social service spokesman, made up for a lack of passion from her colleagues by using the press conference to wade in against the trade unions for

women as "straight gesture politics of the most cynical kind".

Dr David Owen, the SDP leader, added: "We have no ghetto, no women's section, no policy to separate women."

Lady Seear, Liberal leader in the Lords and Alliance social service spokesman, made up for a lack of passion from her colleagues by using the press conference to wade in against the trade unions for

COMMENTARY



Geoffrey Smith

Mr Nigel Lawson makes few concessions to his audience. That is his great weakness as a speaker, but it can also be his strength.

I have heard him address the Conservative Party conference as if the occasion was hardly worth the effort. He has fashioned parliamentary disasters through his insensitivity to the House.

The speeches I heard him deliver to meetings in Halifax and Keighley on Monday evening were decidedly above that level. I would not go so far as to describe them as thrilling experiences. Those who want more passion in their politics need not hurry to hear Mr Lawson. But those were thoughtfully professional, workmanlike performances.

What impressed me more, though, was the way in which he answered questions. In an election dominated by "photo-opportunities", it was refreshing to hear serious, sober questions getting serious, sober answers. There were no frills and no concessions.

He answered a pointed question on economic domination by the South-east without holding out any false hopes of further regional aid for the North. He responded to an implied challenge to the Government's record on industrial research and development without conceding that it ought to be doing more.

He spoke about tax cuts for the high paid without a tinge of defensiveness. He neither hinted at an apology for those reductions which had been made, nor said anything to imply that further cuts would not be made in the future.

Politicians are often accused of tailoring their message to fit their audience. "And why do I speak about the role of the Navy?" Mr Harold Wilson

asked on one celebrated occasion when addressing an election meeting. "Because you are in Chatham," was the heckler's retort.

Nobody could accuse Mr Lawson of adjusting his remarks on any point of substance because he was in Yorkshire. This was a national minister speaking on national policies with no more than the occasional local pleasantries.

These were not large meetings and I doubt if Mr Lawson regarded them as being of any particular consequence. He was not cajoling support from his audiences. Rather he struck me as a senior minister who considered it natural that he should remain in office.

There is, I believe, a wider political significance in this attitude. The Conservatives went into this campaign with the reasonable expectation that they would be under pressure to justify a third term. Even if only subconsciously, the voters would be feeling that only a party with a special sense of purpose should be given such an extended run in office.

So the Conservatives produced the most daring manifesto of any sitting government has put before the British people for many an election. It was a calculated risk.

The manifesto invited attack. It might frighten off some voters. But it was positive; it demonstrated that the Conservatives had not done all they were capable of doing, and there was something to be said for the campaign revolving around the Government's ideas.

But that is not what has happened. The Conservative manifesto has not been the centrepiece of the campaign. With the exception of the fracas over the education proposals — when ministers seemed either not to be sure or to disagree as to how their own plans should be put into effect — I still do not believe that either the manifesto itself or the reaction to it has had much impact on the country.

It is not because of the manifesto that the Conservatives have been so comfortably ahead in the opinion polls. It is, I believe, because so many people feel that it is natural for the Government to continue in office. They do not want Mrs Thatcher to go on for ever, but they do not think that this is the time for a change. Conservative fortunes depend upon this attitude lasting for another eight days.

Parties not as far apart as they claim

By David Smith
Economics Correspondent

This week the parties are seeking to push economic policy to the forefront of the campaign debate. Differences between the party programmes, and the likely reaction of the financial markets to them, will be given added emphasis.

But the economy's performance will, as always, be mainly dependent on events outside any government's control; and policy differences in practice will almost certainly be smaller than those set out in the manifestos.

The most straightforward of the three choices to assess should be that of the Conservative Party.

On the assumption that the Conservatives will attempt to continue on their most recent policy line, the expectation is for further cuts in income tax, a reduction in public spending as a proportion of gross domestic product, and a fixed low level for public sector borrowing, at 1 per cent of GDP.

That policy, it is argued, has brought about low inflation, albeit in a period when the

ISSUES ECONOMY

world economy has not faced significant inflationary pressure, and it has recently brought about a modest reduction in unemployment, with the help of special schemes.

More of the same in policy, assuming no outside shocks, leads to more of the same in economic performance. Simulations by the London Business School suggest that another five years of Conservative policies would result in 2.3 per cent annual average growth, 3.7 per cent average inflation, but only a slight reduction in unemployment, to 2.8 million by 1992.

Labour's strategy has attracted attention on two main counts: the pledge to reverse the 2p cut in income tax introduced in the last Budget, and the promise to push public spending up and borrow more. Labour would also introduce a minimum wage.

Labour's policies, including extra spending on health, education, social security and the anti-poverty programme, would have an additional net

cost to the Exchequer over five years of £12 billion.

That comparatively small net cost arises from the fact that, as well as reversing the last income tax cut, Labour would not introduce the reduction to 25p expected from the Conservatives, if re-elected, next year.

Unless there is a hidden Labour manifesto, the fiscal programme is relatively modest. But, according to London Business School simulations again, the effect would be to reduce unemployment to two million over five years, with average annual economic growth of just over 2.5 per cent.

The balance of payments would not run into crisis according to the simulations, reaching a current account deficit of £3 billion by 1992, only £500 million higher than the official Treasury projection for this year.

The price for reducing unemployment would be in higher inflation. But the projection, of an average rate of 5.6 per cent over five years, is a long way from the 27 per cent inflation touched briefly in 1975.

The real surprise among the

three economic policy choices is that of the Alliance.

Its public spending proposals, which includes more spending on the infrastructure, and jobs and anti-poverty programmes, have a greater net cost than those of Labour, amounting to about £13.5 billion over five years.

The Alliance also plans to raise the relative pay of the public sector and to use a counter-inflation tax to hold back pay increases. That would operate by penalizing firms paying out pay increases above an agreed norm.

If that worked, again according to the London Business School simulations, the Alliance could do very well indeed. As under Labour, unemployment would fall to two million, but, if the incomes policy worked, inflation at the end of the period, at about 3.7 per cent, would be no higher than under the Conservatives.

However, if the incomes policy breaks down, there are problems for the Alliance. Inflation averages 4.9 per cent, and the surge in incomes at the end of the pay policy produces a £3 billion annual balance of payments deficit.

Keeping up our conventional strength

By Michael Evans
Defence Correspondent

There is one aspect of the great defence debate on which all three political parties appear to agree: the need to maintain or strengthen Britain's conventional forces.

Briefly, Mr George Younger, the Secretary of State for Defence, has consistently said during television election interviews that the Trident programme would not result in the run-down of conventional forces. He has pledged that the Tonnes would stick to a Royal Navy fleet of "around" 50 frigates and destroyers and that there would be no move to opt out of the European Fighter Aircraft programme for the RAF.

Labour's promise is that all the savings from the cancellation of Trident — put at £6 billion by Mr Kinnoch — would be spent on improving conventional defence. The Alliance, anticipating that it would also save money by deploying a "cheaper" nuclear

ISSUES DEFENCE

deterrent than Trident, plans to strengthen the conventional capability.

But it is difficult to see how any of the three parties would be able fully to live up to their pre-election promises. In fact, although Mr Younger has not wavered, the spokesmen for Labour and the Alliance appear to have changed their wording by degrees over the last two weeks.

Mr Denzil Davies, the Labour spokesman on defence, said on ITV on Monday that some of the Trident money would have to be spent just to "maintain" the existing conventional forces. Any savings left over would then go towards "improving" the defences.

The Alliance position has also become clouded. At the start of the campaign, the message was that its alternative to Trident, such as submarine-launched cruise

missiles, would be cheaper. Now it is admitted that there would be very little difference in cost. So would anything be left to transfer to the conventional kit?

Because the defence argument is focussing mainly on the nuclear issue, the conventional side is taking a back seat — apart from the political skirmish over Mr Kinnoch's remarks about Britain's ability to make Soviet occupation "untenable".

However, both Labour and the Alliance agree that after the election the party in power would be forced to undertake a major defence review, simply because, they argue, there would not be enough money to pay for the long list of requirements currently in the pipeline. While admitting that certain items would have to be taken out each year — or "moved to the right" — to make way for commitments such as the six Awaacs being bought from America, Mr Younger rejects the need for a wholesale review.

ELECTION SUMMARY

Howe attacks Healey over nuclear U-turn

Sir Geoffrey Howe, Secretary of State for Foreign and Commonwealth Affairs, yesterday accused Mr Denis Healey of performing "intellectual gymnastics" by reversing his position on nuclear weapons.

Sir Geoffrey, speaking on the *Today* programme on BBC radio, quoted a statement once made by Mr Healey, Labour's spokesman on foreign affairs, which said: "If unilateralism went into a Labour manifesto I would fight to change that policy before the general election; if I failed I would not accept office in a Labour government."

Sir Geoffrey said that unilateralism, now a part of the Labour manifesto, was the reason why Dr David Owen and others had left the Labour Party. "Why has Denis Healey not had the integrity to do the same?"

Mr Healey retorted that Sir Geoffrey was descending to levels of personal abuse.

No glitter for Steel Risking his neck

Mr David Steel yesterday rejected criticisms that his campaign style was "boring" and said he would not put on "a singing and dancing show".

Responding to a demand from Mr Cyril Smith for more razzmatazz, the Liberal leader said that he believed there should be "a proper balance between showbiz stuff and serious electioneering".

Last night Mr Steel was due to meet his advisers to discuss plans for the last days of the campaign.

Swingometer gives way to technology

The BBC is billing its election night coverage as the greatest technological event in television history.

The late Robert MacKenzie celebrated "swingometer" has finally given way to the latest in BBC gadgets: "The Battleground" — a giant new computer graphics display.

As soon as Gallup's 4000 poll comes through after the close of polls, the BBC will predict the new make up of the House of Commons. The battleground, featuring the 124 most marginal seats, will appear on the screen.

* If a Labour win is forecast, a Labour chart showing the 117 seats which have to turn red will become the set piece of the evening. A similar Alliance, Conservative or no overall majority battleground will be ready to swing into action.

Critical letter Ban on car fumes

Mr Denis Thatcher, the Prime Minister's husband, said yesterday that he did not "care a damn" that a letter he wrote criticizing Northern Ireland politicians had been revealed by the Reverend Ian Paisley.

Written on No 10 note-paper and dated May 10, Mr Thatcher's letter refers to Northern Ireland politicians who "steadfastly refuse to do anything at all in the government of the Province".

Hattersley would end tax allowance

By Nicholas Wood, Political Reporter

A future Labour government would scrap the married man's tax allowance as part of a long-term plan for a comprehensive overhaul of the taxation and benefits system, Mr Roy Hattersley confirmed yesterday.

But the Labour shadow Chancellor rejected claims by Mr Nigel Lawson, Chancellor of the Exchequer, that the party had been "somewhat dishonest" in not including the commitment in the manifesto.

He also brushed aside Mr Lawson's accusation that, as a result, about six million couples without dependent children to £9.90 to pensioners in employment.

Later, the Chancellor denied that he had dropped his plans for tax reform under which the married man's allowance would be abolished in favour of personal allowances that could be transferred between husbands and wives.

He said that the Green Paper was still on the table. But his tone was cautious, as he added that there would need to be a "very strong basis of support" if he were to embrace the proposals.

It is understood that the Tory plan has run into opposition within the party. Eight years of Conservative rule have proved a bonanza for the rich, the Labour Party said yesterday as it highlighted the "despair and desolation" among the growing number of the poor.

The average wealth of the top 1 per cent of the population had risen from £231,000 to £495,000 and that of the top 5 per cent from £86,000 to £184,000.

He accused Mr Lawson of also having designs on the

Schools plan under fire

The Conservatives' manifesto proposals would give four in five children a "second rate" education, Mr Hattersley said yesterday.

Labour's deputy leader, a product of Sheffield City Grammar School, said the Tory plans meant the return of selective schooling. This would be economically disastrous as well as socially divisive.

Mr Hattersley was referring to the Conservatives' controversial commitment to allow schools to opt out of local authority control at the behest of a majority of their parents and governors.

Mr Kenneth Baker, the Secretary of State for Education, has said that comprehensive taking this route will be permitted to apply for grammar-school status after a "few years" of operating independently.

Mr Hattersley told a London press conference: "Our secondary schools will be planned and organized to meet the needs of a privileged minority of pupils, leaving the majority of pupils in a second-tier system."

Party ch
of passio
militant

ingstone's ex
burning issu

مكتباتنا العامة

ELECTION 87 X

Party chiefs wary of passions in the Militant territory

By Philip Jacobson

There is something about the feel and taste of politics in Liverpool that sets this sorely tried city apart.

It is not easy to define, but it is none the less instantly recognizable: a blend of raw passion and unabashed prejudice which makes for campaigning at its most elemental, not to say entertaining.

The public relations experts stage-managing every last second of their party leaders' programmes would be hopelessly out of depth here, which presumably explains why the big names are venturing so cautiously into Britain's fifth largest city.

A good many Liverpoolians, of whatever political complexion, derive some ironic amusement from this. Mr Neil Kinnock's fleeting and unannounced visit last week, carefully skirting Militant territory, hardly enhanced his standing in a city that is odds on to return Labour MPs in five of its six seats (the other one looks safe for the Alliance).

As for yesterday's little foray by Sir Geoffrey Howe, peeping into a lion's den where the Tory vote fell through the floor at the recent council elections, it was a lifelong Conservative supporter who observed (expletives deleted) that Central Office probably thinks Liverpool comes under the Foreign Secretary.

Comparing such milk-and-water excursions to the tumult of Mr Arthur Scargill's first election appearance on Merseyside a couple of nights ago, one begins to understand how the tiny Militant faction was first able to seize effective control of Liverpool and why, after the political and financial traumas that culminated in



the suspension of 47 of its councillors, a clearly Militant-tinged Labour administration won control again in May.

The rain had been bucketing down all day, but the Old Swan college gymnasium was bursting at the seams by the time "King" Arthur strode in, hands clasped above his head, to speak on behalf of Mr Terry Fields, the Labour candidate (and former sitting MP) for Liverpool Broadgreen.

A firm supporter of Militant, Mr Fields is no mean orator himself, but everyone knew who had star billing that night and Mr Scargill obliged with a bravura performance.

Enveloped in the smell of wet clothes and strong tobacco down among the crowd, who received me courteously as a representative of the "hyenas of Fleet Street" being denounced on stage, there was no mistaking the intensity of the emotions aroused by Mr Scargill's furious assault on everything Tory.

The overwhelming impression was of people with a visceral belief that Mrs Margaret Thatcher and her ministers are truly consumed with hatred for them and their city and wished to grind both into the dust.

In the public house over the road afterwards, plenty of confirmed Fields supporters agreed that the last Labour Government had done Liverpool no financial favours and that Militant had made serious mistakes when they were in control of the city.

"But they promised to build thousands of new houses in the rotten slums and create thousands of new jobs for people on their knees for work, and they did it."

What about the cost of all that, those controversial loans from French, Swiss and Japanese banks to get around Whitehall's spending restrictions that have now landed Liverpool with a debt that some estimate at about £800 million and crippling interest repayments?

"Look pal", a large man said not unkindly, "everyone in this bloody pub is up to their eyes in debt and looking for work. Who gives a stuff how much we owe the gnomes of Zurich?"

The magnitude of the financial crisis that will confront

the city next year — a possible budget deficit of up to £50 million and the prospect of every penny of capital advances being consumed by repayment of existing debts — is generally, if sketchily, appreciated. Yet ordinary voters in Liverpool do not appear to consider this a burning election issue.

One man who feels very strongly that they should is the veteran Liberal politician Sir Trevor Jones.

A great man for turning phrases (he once accused the Thatcher Government of "doing to this city what Antia the Hun did to Christianity"), he assails Militant's "deceit and Houdini sleight of hand" in juggling Liverpool's books for so long and says that the newly elected city council contains just as many hard-line leftists as before. "Mr Kinnock is fooling himself if he thinks he's swept out this particular nest of Trots."

The thought that many Liverpoolians may consider the coming election somehow irrelevant to their future worries Sir Trevor deeply.

"We're down and nearly out here, watching neighbours like Manchester start on the path back up. Anyone with a brain can see that another Tory government is not going to be all sweetness and light for us." Like most Liverpool insiders, he expects the Labour vote to hold more or less steady, if only as an expression of abhorrence of Mrs Thatcher.

"But even if Labour gets in, there's virtually no chance they will be ready to bail Liverpool out. The Militant factor has completely tarred our name in the financial community, and no business is going to come in here with the city council as it is now."

Having won a clear majority of votes cast in the May council election, the Liberals cling to the hope that those who deserted the Conservative slate in droves will now help them to oust one or two of Labour's high-profile Militant supporters. The next round of council elections in May 1988 will, Sir Trevor predicts, finally deliver Liverpool to his own party.

By then, it is generally agreed, the city will be experiencing the sharpest bite of the "future financial chaos" predicted by its alarmed district auditor at the height of Militant's powers. To this day, there is uncertainty about how deeply Liverpool is in hock to the foreign banks, how much the previous council's "creative accounting" still buries.

But one thing seems crystal clear. If the crunch comes — many would say when — the city is going to need all its rare spirit and resilience to pull through.

Chatting with a very visible Liberal



Mr Cyril Smith, the Liberal candidate for Rochdale, talking to Mr Alan Hudson, a local butcher, in not only a bulky but a familiar figure in

town. He canvasses as he shops — blunt, good-humoured, greeting most of the shopkeepers by their first name and never too busy to stop for a chat.

Indeed, Mr Smith has virtually dispensed with the set rallies and formal canvassing. Relying on his unmistakable visibility, he is happiest

strolling around the town he has given his life to as a councillor, mayor and MP for the past 15 years. (Photograph: Barry Greenwood)

Cornwall's adoring Tory ladies cheer Cecil on his way back

By Alan Hamilton

Mr Cecil Parkinson strides into the sitting-room at 10 Downing Street accompanied by his wife, Ann, a trio of supporters and a round of warm applause from 200 party workers.

He sits at a blue-draped table while the rubicund Mayor of Falmouth slumps in Denis's favourite armchair opposite a portrait of Disraeli. The rehabilitation of naughty Cecil is complete.

But it is only a cardboard illusion. He has arrived, in a dismal Cornish rainstorm, to address the faithful in the Princess Pavilion, Falmouth, where that very evening the Falmouth Amateur Operatic Society are attempting a stage version of *Yes, Prime Minister*.

Cecil milks the moment. "I didn't think we arranged our backcloths as well as the Alliance, but this is ridiculous." His wife, seated beside him in regulation navy-and-white Maggie frock, gazes up at his considerable height as though trying to spot bats in the rafters.

Cardboard the set may be, but the party workers of Mr David Mudd's Falmouth and Camborne constituency are in no doubt that they would like him to become familiar with the real No 10 again after his self-imposed absence.

"Nice to see you back", they say, shaking his hand warmly. "Hope to see you in the next government." They are mainly ladies of a certain age. Cecil charms them.

But to business, and to the defence of the First Lady (her Majesty excepted, although one sometimes wonders). "Labour is now using its traditional mixture of bribery, fright and personal attacks on our leader", Cecil says, waving his hands like an angler describing a salmon.

Labour has an orchestrated smear campaign against the Prime Minister, he claims. "Kinnock clicks his fingers and says: 'Be more unpleasant than normal, boys'. I think it is incredibly unwise of Mr Kinnock to invite the public to measure him up against the Prime Minister."

"Mr Gorbachov chose to spend 11 hours with our Prime Minister discussing world issues. Mr Kinnock argues about whether he had 20 or 25 minutes with President Reagan, who doesn't even remember he was there."

He is not, he says, going to waste time on demolishing the Alliance, which seems a grave tactical error in Cornwall of all places.

But he does force himself to tell a story about Mr Roy Jenkins, allegedly asked long before the Union of the Davids

if he would ever join a centre party. "I don't want to spend the rest of my political life playing my fuddled fiddle in the muddled middle", Cecil said Roy said. It probably sounded better in the original.

He goes on to extol the Government's record, and then momentarily sounds as though he is about to shoot himself in the foot. "Do you realize that in this country a man earning £65 a week pays a higher rate of tax on the sixty-sixth pound than an American multi-millionaire pays on his millionth dollar?"

That seems a pretty fair condemnation of Twopenny Lawson, but Cecil adds hastily: "We are trying to bring that level down. I am sick of hearing well heeled socialists say the country doesn't need or want tax cuts."

One thing Cecil, who was once nearly the candidate for Truro and who still has a house near by, cannot get away from is Cornwall's high unemployment.

He is asked about it repeatedly during the day by local reporters, but can plead only that it is not the Government's fault that the world tin price collapsed on top of two miserable summers. "If the unemployment rate is above average in some places, that means it is below average in others."

It's no good; he hasn't really got an answer.

But in the lunchtime drizzle in Launceston town square, in the heart of the North Cornwall constituency that the Tories snatched from John Pardoe, the local Tory candidate Mr Gerry Neale comes to Cecil's rescue. It is a proper old-fashioned hustings, a local tradition maintained at every election, but the Tory is the only one to turn up, addressing a crowd of 100 drenched supporters from his Pope-mobile-style campaign van.

Cecil has just done the joke about Roy's fuddled fiddle, which does not raise so much as a titter this time. Mr Neale takes the microphone and asks rhetorically: "Who says Margaret Thatcher doesn't care about Cornwall?"

He then tells an heroic story of how, at the height of the Falklands War, with HMS Sheffield just sunk, the Prime Minister stopped him in the division lobby and asked him how Launceston's aluminium ladder factory was faring.

Cecil, meanwhile, is among the crowd shaking hands with one and all. "We do hope you will be in the next Cabinet", an adoring lady says. As far as the faithful are concerned, Cecil no longer needs an aluminium ladder to climb from the pit of his temporary disgrace; he's back.

When all may not be what it seems

By Alan Massie

Party political broadcasts are now so slick that one longs for the old fireside chat. They are now as deceptive as soap powder ads, and, as with them, you cannot tell whether the people featured are real or actors. Labour's Scottish party political broadcast about education showed a concerned parent, by name Robina Goodland. Was this, one wonders, the same Robina Good-

land who stood as Labour candidate in Orkney and Shetland, in 1983?

Labour may say that the Tories started this trick with their line of Young Conservatives impersonating a dole-queue in 1979, but it leaves a nasty taste in the mouth.

Are those people in party election broadcasts giving out their own experience and opinions, or are they speaking words they have been hired to speak. And if the former, we should know more about them, in order to be able to evaluate what they say.

Meanwhile, Mrs Shirley Williams was discussing the all-important question of whether the status of women had improved under the Tories. To see her engaged on this sort of debate is to realize what a loss she has been to our political soap opera.

Indeed, exposure to television over the election period might convince anyone of the universality of Dallas. Spotting the likeness can at least be offered as a parlour game to beguile the tedium of repetitive assertions. If this seems frivolous, blame the quality of the debate.

There was higher quality when Mr Gordon Wilson of the SNP and Mr Dafydd Elis Thomas of Plaid Cymru met Sir Robin yesterday. Both took a detached view of the Westminster Show and were therefore able to talk like reasonable men. They even got a good caller, a Mr Morgan, who claimed the Prime Minister as Celtic. Sir Robin: "Mr Morgan, you seem to be a bit eccentric." Mr Morgan: "I am." But neither Mr Wilson nor Mr Thomas seemed eccentric at all.

SAYINGS OF THE DAY

● The Tory Party promised law and order. It delivered crime and riots — Mr Clive Soley, Labour spokesman on home affairs.
● Are we really asked to believe that the only people who can never negotiate, never compromise, never consider that anyone else may have a better idea than them are Mrs Thatcher and Mr Kinnock? — Dr David Owen, the SDP leader.
● Mrs Thatcher has turned her back on the north of England — Mr John Smith, Labour trade and industry spokesman.
● Labour want to remove incentives and to penalize enterprise — Sir Geoffrey Howe, the Foreign Secretary.
● I said on television the other night I thought this campaign was the dirtiest of all and that is still my view — Mr Edward Heath, the former Prime Minister.



Mr Arthur Scargill: Furious assault on everything Tory.

Livingstone's extremist politics made a burning issue by his opponents

Mr Ken Livingstone was standing outside the Central Middlesex Hospital in Brent, having gone to address a luncheon meeting of nurses, only to find nobody there. What, a radio reporter asked him, did he think of being one of the Left-wing candidates named on the Alliance's list of "101 Damnation's"?

"I would have sued if I had not been on it," countered Mr Livingstone brightly. "But, like the film of *101 Dalmatians*, it's a pretty spotty list."

In Brent East, an unlovely swathe of north-west London that encompasses most of Willesden, Cricklewood and Neasden, the burning election issue is the extremism of Mr Livingstone's politics, at least according to his opponents. The Labour candidate, whose party machine found him a seat in the dying days of his beloved GLC by engineering the de-selection of the long-time sitting tenant, Mr Reg Fresson, would presumably think otherwise, but he declined to talk to *The Times*.

His principal opponent is the attractive, 39-year-old pregnant and unmarried Conservative candidate, Miss Harriet Crawley, who at least acknowledges that the affable Mr Livingstone is "a charming snake". But she says, his well-quoted observation that everyone is fundamentally bisexual is the statement of a desperate man. A combination of Mr Livingstone's reputation and the voters' experience of the Left-wing Brent Council, particularly in the field of education, may be sufficient to evaporate the 4,834 majority that Mr Fresson enjoyed in 1983.

In Brent East, the nuclear debate is not just about weapons; it is about families. A

CONSTITUENCY PROFILE

Brent East

CANDIDATES
K. Livingstone (Lab)
Miss H. Crawley (C)
D. Finkelstein (SDP/All)
M. Litvinoff (Grn)
R. Dooley (Ind Lab)

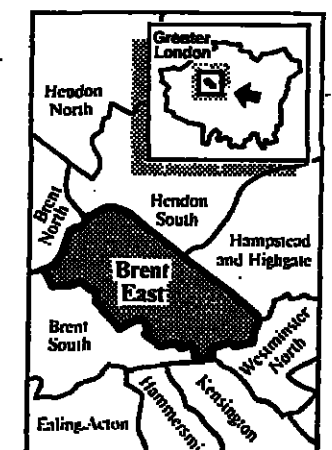
1981 % Own occ	41.1
1981 % Loc Auth	22.5
1981 % Black/Asian	29.9
1981 % Mid	52.8
1981 % Prof man	15.0
1986 electorate	61,396

1983 General Election: Fresson, R (Lab) 18,363; Lacey, P (C) 13,529; Rosen, M (SDP/All) 6,598; O'Leary, J (Ind) 289; Downing, G (WRP) 222; Radcliffe, R (Ind) 88; Mill 4,834.

Key: % Own occ: proportion owning their homes; % Loc auth: proportion of council tenants; % Black/Asian: proportion from New Commonwealth or Pakistan; % Mid: proportion of non-manual workers; % Prof man: professionals & higher management.

great many voters, according to Mr Livingstone's opponents, object to the council's declared education policy of teaching children alternatives to the nuclear family, and raising their awareness of homosexuality. Objections are particularly strong in the immigrant community.

Tory hopes are not borne out by local election results, although they did snatch back one ward at a recent by-election. From being a hung council with three Liberals holding the balance of power, Brent is now firmly in Labour control with an overall majority of 18. Since taking full control last month the Labour majority has withdrawn cooperation with the police and no longer attends the active local police community committee, which is well supported by Brent's ethnic groups.



Mr Ken Livingstone: nurses did not turn up to hear him.

candidate, Mr Miles Litvinoff, a 36-year-old book-keeper, and by an Independent Labour candidate, Mr Riaz Dooley, a former London bus conductor who set up his own travel agency and is now known as The King of Bucket Shops.

The official Labour candidate appears sufficiently undisturbed by Mr Dooley and his other opponents to spend much of his time supporting candidates in other constituencies. "Mr Dooley is not a member of the Labour Party," he is an entrepreneur whose business will do well out of the publicity, "I think he will owe me a free holiday at the end of it."

Alan Hamilton

● The SDP/Alliance candidate for Oxford West and Abingdon is Mr Christopher Huhne, not Kahne as stated in yesterday's constituency profile.

Tories have handsome lead, but they are not in the clear

By Robin Oakley, Political Editor

The Conservatives have a handsome lead in most polls, but they are not yet out into clear water as last night's poll on BBC's *Newsnight* makes clear. On several of the issues that matter in this campaign they have yet to persuade the electorate that they have convincing answers.

True, when voters in 73 marginal constituencies were asked on May 29-30 who had the best policies for the country the Tories were in the lead.

They earned top rating from 36 per cent of electors in the Conservative/Labour marginals and 39 per cent of voters in the Conservative/Alliance marginals. Labour was second, with 30 per cent to 19 per cent for the Alliance in the first group and 24 per cent to 23 in the second.

But the gap has been closing. Compared with the corresponding poll on May 11-13 the margin between Conservatives and Labour in the key seats where the old enemies are fighting each other had closed from 13 per cent to 6 per cent, with Labour up five points from 25 and the Tories down two points from 38 per cent.

What is interesting is to look at which issues count as the deciding ones with the supporters of each party. Jobs and unemployment count particularly highly among Labour voters at 68 and 66 per cent while they rate only 27 and 30 per cent concern among Conservatives. Education rates pretty evenly among Labour and Conservative supporters, but just that little bit more among Alliance supporters.

Health care rates 53 per cent concern with Labour in Con/Lab marginals and 46 per

POLL WATCH

cent with Alliance supporters, but only 24 per cent with Conservative supporters.

On defence the picture is reversed: it is of much more concern to Tory supporters than the "caring" subjects. While 51 per cent of Conservatives in Con/Alliance marginals see defence as important, only 11 per cent of Labour supporters do.

The table spells out the real political lessons. It records how the different parties' policies on these key subjects are rated not just by all voters (in the second column under each subject) but (in the first column each time) by those who have identified the issues as important to them.

So in Conservative/Alliance marginals, for example, we see that among those who consider unemployment one of the most important issues the Conservatives are rated as having the best policy by only 16 per cent, compared with

PARTY WITH THE BEST POLICY

Conservative/Alliance marginals						
% of those naming issue as important (% of all respondents)						
Party	Jobs	Health	Education	Defence	Law/order	
Con	16 (27)	16 (23)	35 (32)	67 (52)	57 (44)	
Labour	49 (37)	53 (42)	32 (30)	12 (20)	12 (19)	
Alliance	24 (20)	26 (21)	26 (24)	18 (18)	15 (16)	
Con lead over Lab	-33 (-10)	-37 (-19)	+3 (+2)	+55 (+32)	+45 (+25)	

Conservative/Labour marginals						
% of those naming issue as important (% of all respondents)						
Party	Jobs	Health	Education	Defence	Law/order	
Con	16 (28)	13 (24)	30 (30)	64 (49)	48 (43)	
Labour	57 (42)	59 (46)	41 (37)	17 (25)	22 (25)	
Alliance	15 (15)	19 (15)	20 (16)	16 (15)	8 (11)	
Con lead over Lab	-41 (-14)	-46 (-22)	-11 (-7)	+47 (+24)	+26 (+18)	

Source: MORI

Soft voice of the hard left

Socialist saint or silver-tongued devil, David Blunkett is a politician who has built a national reputation by beating the hard-left drum in Sheffield — though he has not been adverse, his critics tell Brian James, to muffling the notes when it suits him

In the land of the blind, they say, the one-eyed man is king. But in the land of politicians, squinting one-eyed for a glimpse of the main chance, the blind man may be king-maker.

There is no greater certainty in this election than that the sightless David Blunkett is about to inherit Joan Meynard's 15,000 majority in Sheffield Brightside. Nor are there many who deny that destiny, rather than his guide-dog, Teddy, is about to lead Blunkett to much, much higher things.

In the public houses along Firth Park Road, this son of these sprawling estates is greeted with the fond local pride that Grantham beams on grocers' daughters: "Our Dave's on his way. You down there have seen nowt yet." That from a supporter. "Blunkett? He has been a ruler up here. Now he wants to rule the country." That in the sensibly low profile Tory Office.

Not since Herbert Morrison has a civic leader moved on to true national importance. David Blunkett now looks a better bet than Ken Livingstone to don his mantle. A fluent, persuasive speaker — only those fingers tracing lightly over brittle notes betray that the flow of figures and quotes stem not entirely from his head — he never needs to raise his voice nor "rubbish" a questioner to make his point.

He was born blind 40 years ago. His father, a gas-worker, died in an industrial accident during his infancy. In a bookless world, his O and A level, his degree in political theory, his postgraduate teaching certificate, are marks of great achievement. So, too, are the milestones of his 17 years as a Sheffield councillor, seven years as the City's leader. Gibes about the People's Republic of South Yorkshire are for outsiders. In the city they talk of the enviable services, transport, housing, jobs and welfare that he has provided.

Better still, Blunkett, with the blind man's marvellous ear, picked up the stirrings of unease on the fringes of his party. He most publicly backed Neil Kinnock on curbing the Militant Tendency, lashed at trendy Yorkshiremen who wanted to ban the word "black" from reference to accident black-spots, and devastatingly routed those who wanted to lavish money on schemes for disadvantaged minorities. "I am disadvantaged," he said. "Don't dare label me as someone needing pity."

It is odd then, that Blunkett should leave people who know him slit-eyed with suspicion about his aims. People in opposition parties. And in his own. A Labour Party insider, understandably shy with his name, said: "David Blunkett is going for the top. The very top. He has never made a single false step."

Why then has so powerful a potential figure played so low-profile a part in the election? He has put in the miles to visit other constituencies, certainly, but that calm, pleasant voice has been heard only on regional radio, non-networked television. Blunkett's party comrade helped compile this scenario: if Neil Kinnock pulls off a startling victory, he will not want to remember Blunkett as a man with whom to share the prize, and thus a political rival. If Neil Kinnock loses badly, Blunkett won't want to be remembered as a man who must share the blame. Thus he remains a potential replacement.

Mary Glyn, his young Tory opponent, says Blunkett has certainly softened his position. "But it is not for me to ascribe to that a motive." Her agent, Christine Smith, who fought Blunkett for eight years as a Tory councillor, has no similar inhibitions: "He is a very clever, very dedicated man. He is as left now as he ever was — but shrewder with it. Sure, he says all the right things — but only after he has let wrong things happen.



Blunkett, London bound: "I do not intend to spend long years walking between the backbench and the bars"

"He is against pandering to minorities. But we have an ethnic unit costing a fortune. He is proud of Sheffield's achievement. Next year it will be bankrupt, with the bank debts he has left. "This clever, ambitious man will run rings around Neil Kinnock. You'll all fall for him." There was clearly going to be no

shortage of subjects to discuss when I drove with Blunkett for three hours to and from a television debate in Birmingham. Our driver chose the off-motorway route over the hills, and David Blunkett selected a scenic route for our conversation — so many glimpses of the pleasing in the man's character and beliefs, so

little of the ugly realities of political landscape.

But he was pretty rough-tongued in his early days in Sheffield politics: "Under the most ideological government of recent times, the atmosphere everywhere was electric with antagonism. My own responses were in tune with that. It was wrong, and unproductive. I have learnt to be more subtle. And I know it works."

"A good example is our dealings with the Chamber of Commerce. God, there used to be some purple rhetoric. We exhausted all that. Now the chamber and the city council co-operate."

"You know what we have achieved. We have defended services, improved them. Gave the people for 12 years a transport service to boast about. Created 2,500 full-time jobs. Improved housing for those who didn't want to snatch at one of the right-to-buy bargains."

But at what cost — the flight from the city of industry because of the level of rates; the distress of home-owners facing £2,000 annual demands?

"I am not apologetic about that. There was simply no choice. If that was such a bad policy, why did the people not vote us out?" Because they weren't paying the bills. Businesses were. "We could have cut services. That would have meant losing 7,000 jobs. Devastation. Instead, 900 local firms have contracts with the council. A huge benefit."

So the time arrives for David. Blunkett to step up to a national platform? "Not step up. I am already there in the NEC, chosen by the constituency parties — the only non-MP up to now. I have been a part of this election team and its thinking from the start."

He has no illusions about the Commons. "There will be lots waiting there to trip me up." From your party or the other? "Ha! Let's just say are politicians lying in wait. Some who think I am already too big for my boots. That is a danger I recognize."

What will be his immediate future if Labour wins? "That's up to Neil. I am not naive, and in our party the shadow cabinet get the cabinet jobs. So no great aspirations, immediately. But I have had seven years of the best possible experience. False modesty would be silly. I have not started out for Westminster intending to spend long unproductive years walking

between the backbench and the bars."

What if Labour loses? "Not contemplating that. No, that's a silly answer. It just invites you to speculate. What I say is that if there were to be new shadow cabinet elections I must be interested. I have a lot to say. And I have to be taken notice of, because of my support from the constituencies. They really do have to listen to me in that role."

That, no doubt, makes him feel powerful? "That no doubt, makes me feel responsible. There will be a lot of talking to be done in the first few days of the next Parliament — and too much of it will be about who is backing who, instead of who is backing what."

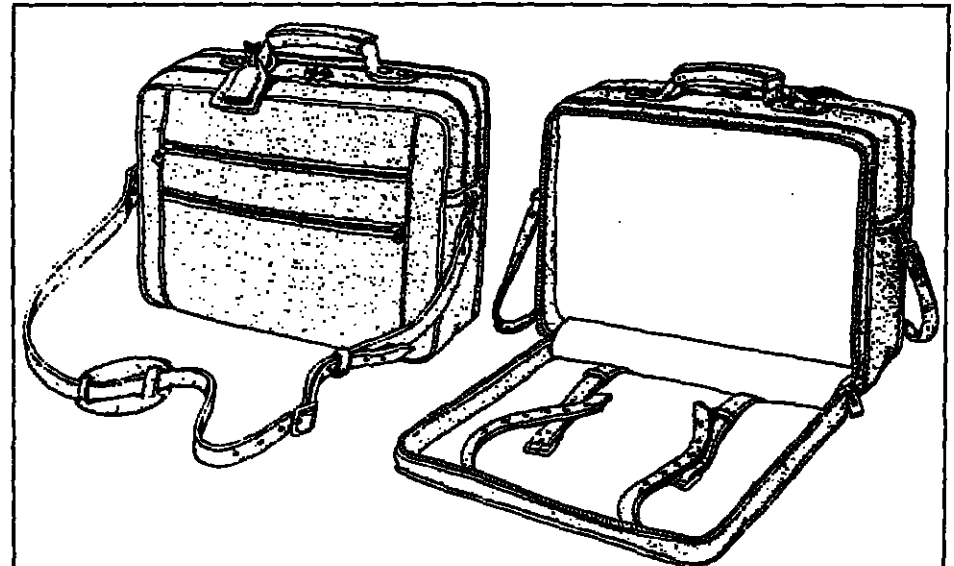
Blunkett insists he despises labels. Yet the fresh-painted sign "moderate" is no great hindrance as the wings of his party start dealing, with himself as conduit: "Moderate? Um? Well I was surprised not to get on the Alliance list of 101 Labour lefties. Not bothered, nor hurt, exactly. But surprised. Because I am of the left."

'I have a lot to say — and they really do have to listen to me'

As proved by what beliefs? Blunkett listed nationalization — starting with the banks and insurance companies (including re-nationalization of gas and Telecom, re-paying only the issue price). A non-nuclear defence. Phasing out private education. Restoring tax-cuts and adding a wealth tax. And dealing dismissively with the Lords ("Flood it — with our lot") and the Monarchy ("Keep the top few — so long as they don't cost much")

Could a sightless man, even a man as bright as he, go so far to "change Britain — from the bottom up" with the handicap of needing others to do his reading and yet others to spot the stalking enemies? "I have an instinct, a sense, a smell for coming trouble. I couldn't have survived seven minutes, let alone seven years, as Sheffield's leader without it. I'll know what's happening in the corners of the room. And what to do about it."

THE TIMES LEATHER HOLDALL DESIGNED FOR THE PROFESSIONAL



Here is an ideal way to carry everything you need for those short overnight business trips. This high class black leather business holdall has plenty of space and compartments to hold your clothes and documents without squashing or creasing. It consists of: two main compartments with zip closures and two subsidiary compartments. Inner straps are attached to one main section which will hold your suits securely whilst you travel. At the side of the case is a pouch with a pen-holder incorporated for extra convenience. There is a choice of a detachable shoulder strap or a carrying handle. To ensure complete security a padlock and key are attached to the holdall, plus an address tag (also in

leather). The shoulder strap, inner straps, and address label have brass effect buckles which add to security as well as the overall style of the case.

The holdall measures 18" in width, 14" in height and 7" in depth (approximately). It is made from top quality smooth leather and will serve you in style for many years.

PRICE: £129.95 each

Please send me Leather Holdall(s) @ £129.95 each. I enclose cheque/PO for £..... made payable to The Times Leather Holdall Office. Or debit my Access/Visa No.

Signature: _____ Mr/Mrs/Miss: _____ Address: _____

THE TIMES
DIAL YOUR ORDER
RAPID ORDERING SERVICE
BY TELEPHONE ON ACCESS OR VISA
(no need to complete coupon)
0322-58011
24 hours a day - 7 days a week

Owen's naval battle

Someone may well be tugging at David Owen's sleeve during his travels over the next few days and saying: "My liege, I have sighted the Spanish Fleet off the Scillies", or words to that effect. For while Owen plays a Drake-like game, attempting to break the mould of British politics on a national scale, a threatening issue is looming over the horizon of his own patch, the Plymouth constituency of Devonport. There are those who think it is time he stopped galloping round the country and paid full attention to dealing with the local foe.

It is a three-cornered fight in a large straggling area. David Owen had just under a 5,000 majority over the Tory last time and a comfortable 11,000 more votes than Labour's bad third.

But even uncommitted observers predict it will be a close thing this time, with a slice of Dr Owen's vote possibly reverting to Labour. The source of the excitement lies beyond a long, bleak, barbed-wire-topped construction running like a miniature Berlin Wall along the western edge of the constituency. Behind it is the historic Royal Naval Dockyard, source of the area's wealth and main centre of employment.

Government policy has put the running of the dockyard into the hands of a private consortium, although the actual site and the infrastructure still belong to the Ministry of Defence. This, together with the run-down of conventional forces, has already cost around 4,000 dockyard jobs, with another 3,000 lay-offs said to be imminent; and the "dockyard factor" is the prime election issue.

While David Owen is busy nationwide, a dockyard crisis is looming in his own constituency

commitment may be a dubious electoral asset elsewhere, but in Devonport the Labour candidate, Ian Flintoff, has been able to woo the voters with his tale of Labour's 50-surface-ship navy, with a dockyard restored to the Civil Service, and enough work on conventional naval forces to keep it going even for the children of the present workforce.

Labour's naval spokesman, Martin O'Neill, was almost doing the honours and singing "Hearts of Oak" in Plymouth's Honicknowle working men's club yesterday, as he talked of ordering more hunter-killer submarines and re-fitting frigates to keep the dockyards humming until at least the 1990s.

As for Dr Owen, Labour claims that not only will the Alliance defence policy cost dockyard jobs, but so will the doctor's own admission that it should remain under private management.

With Owen elsewhere, the Alliance fort in the gentler corner of the constituency, furthest away from the dockyard, was yesterday manned by 22-year-old Jon Aarons, the full-time agent, recently of Exeter University.

ditional doorstep campaigning.

But what about the dockyard? "He was at the forefront of the campaign against privatization, but now he feels that we have got to be realistic and work with the current management. The unions in the yard agree with him about this. What we do feel, though, is that the workers should be offered shares in the enterprise and that their pension rights should be guaranteed."

But aside from details of dockyard policy, Dr Owen has the advantage of national charisma which the Alliance claims goes down well in Plymouth. "The Plymouth voters have always liked personalities," says Aarons. "This was, after all, the place which sent Lady Astor and Hore-Belisha to Westminster, not forgetting Michael Foot."

Certainly no one has forgotten Mr Foot. He turned up in his old constituency yesterday in support of Ian Flintoff, who is a man with a certain charisma of his own. Flintoff matches David Owen's two sons and a daughter exactly, and as an actor who has been with the Royal Court and the Royal Shakespeare Company he knows all about self-projection and the technique of the doorstep.

While these two slug it out over the dockyard, the Conservatives' Tom Jones, a well known, solid local figure, is quietly waiting for the voting statistics to even out to his advantage. Ironically, if the dockyard factor does pull votes for Labour it could be to the eventual advantage of the Tories, who have been painted as the arch-villains of this particular situation.

Pearson Phillips
©Times Newspapers Ltd 1987



Moving around: David Owen campaigning in Birmingham

CONCISE CROSSWORD NO 1273

ACROSS: 1 Assess (8) 5 Boat (4) 9 Flier (7) 10 Bid (5) 11 Sail rope (5) 12 Hide away (5) 13 Gone up (5) 15 Lodging inn (5) 16 Impevious (5) 18 Bounds (5) 20 Dye (5) 21 Dilapidated car (7) 23 Modern car ferry (2-2) 24 Cheer up (8)

DOWN: 1 Lessons in degree (6) 2 Distressing (8) 3 At stem (3) 4 Warrant officer (8.5) 11 5p coin (8) 6 Log platform (4) 7 Rabbit colony (6) 8 Distinguish as unlike (8) 11 5p coin (8) 14 Broth cauldron (8) 15 Light cavalryman (8) 17 Ravine (6) 19 Couple (4) 22 Hang back (3)

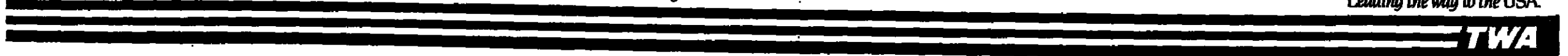
SOLUTION TO NO 1272
ACROSS: 1 Crocus 5 Stripe 8 Ink 9 Plomb 10 Indeed 11 Tess 12 Insecure 14 Undergraduate 17 Virtuoso 19 Army 21 Charge 23 Advisory 24 Owl 25 Crayon 26 Yankee
DOWN: 2 Repro 3 Crow's-foot 4 Sibling 5 Suez 6 Red 7 Pierrot 13 Caucasian 15 Neither 16 Anomaly 18 Odium 20 Tense 22 Ray

TWA's new Baltimore/Washington non-stop.

TO CELEBRATE, WE'RE OFFERING YOU £131.

On June 23 TWA begins the only non-stop service to Baltimore Washington International Airport. TWA's Flight 733 leaves London Gatwick each day at 13.00, arriving at 15.50. Why's the airport called Baltimore Washington? It's virtually half way between Baltimore and Washington DC.

What's more, it's virtually as close to central Washington as Washington's own Dulles Airport. "Our normal APEX return fare for this new service will be £469. But to celebrate the inauguration, we're reducing it to £338 until July 22. And TWA flies to nearly 100 other US cities. For details, contact your Travel Agent, or TWA free on 0800 22 22 22. Leading the way to the USA.



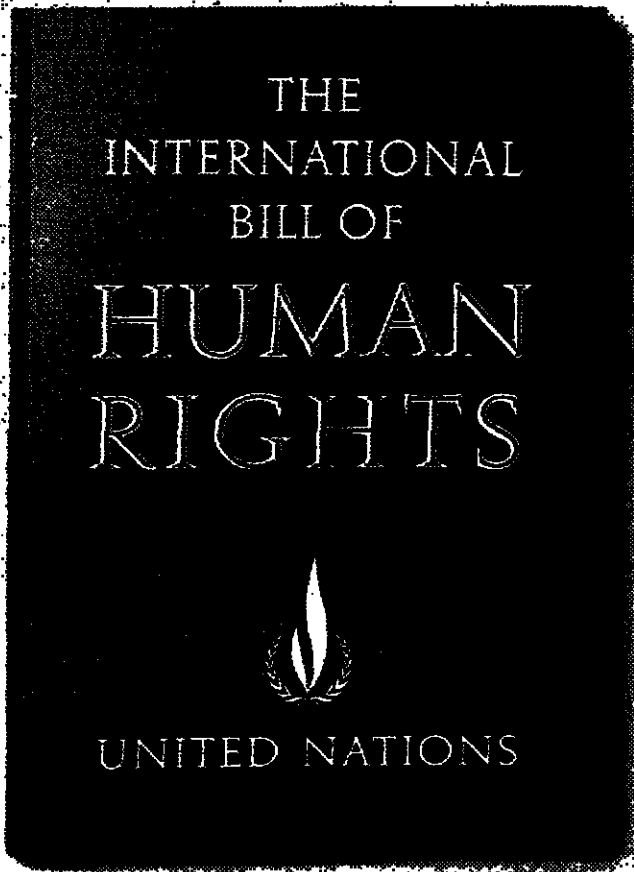
WARNING:

In 8 days you could lose the freedom to choose your child's education.

It is a basic liberty of parents "to choose for their children schools other than those established by the public authorities." A Labour Government ratified this in the United Nations Covenant in 1976.

The European Convention on Human Rights recognises it, too. And that is binding in international law.

"The State Parties to the present Covenant undertake to have respect for the liberty of parents...to choose for their children schools, other than those established by the public authorities..." United Nations Covenant on Economic, Social and Cultural Rights. (Art. 13[3])



But now Labour appear to be fudging the issue of making education a state monopoly.

Their manifesto doesn't say they will abolish independent schools. And it doesn't say they won't. But voters need to know one way or the other before June 11th.

Because in November 1986 Neil Kinnock said: "Eventually we hope to make it illegal to charge for education."

And Roy Hattersley said: "We certainly will initially reduce and eventually abolish fee paying education."

The last Labour Party Conference voted overwhelmingly to take independent schools into public ownership.

Yet all you will find in Labour's manifesto is a bit that reads: "We shall...stop the diverting of precious resources that occurs through the Assisted Places Scheme and the public subsidies to private schools." What is this supposed to mean? They are not subsidies to the schools - only to pupils on merit or need.

There is no mention of the real subsidy - every parent who sends a child to an independent school pays for state education through tax and rates. This saves the government £750,000,000.

Considering the importance of the issue to millions of voters, why have Labour left out the bit that matters?

Labour could abolish independent schools. But not with any pretence of democracy.

About three-quarters of the British public consistently oppose abolition of independent schools when polled by MORI. 70% of trades unionists feel the same. So do the great majority of Labour voters.

The case for independent schools is not just a legal one. The alternative to them is a State monopoly of education. Who wants that? Not the British people. Nor any other democratic society.

Independent schools contribute variety, quality and innovation to our education system. They offer day or boarding, co-education or single sex, traditional or experimental approaches, religious or non-denominational, schools for the gifted and for special needs.

Many bells are ringing even among those who are not involved with independent education.

This is, after all, a relatively new Labour policy: the Party has moved a long way from its position in the '50s and '60s. Aneurin Bevan said that he would not prohibit independent education. And Hugh Gaitskell said: "To forbid parents under any circumstances to pay for the education of their children is to go too far in interfering in people's liberty."

Without this freedom of choice, there would be nothing to stop the State imposing its political ideas on every school.

Labour's view of independent schools does not fit the facts.

Two thirds of children in independent schools come from families where neither parent went to an independent school. At least 83,000 children are receiving education either free or for reduced fees. 25,000 are on the Assisted Places Scheme (which is supported by 60% of Labour voters) and the rest are being helped by the schools themselves - thanks to charitable status.

The SDP/Liberal Alliance aren't entirely blameless either.

They plan to phase out Assisted Places and 'review' the charitable status of schools, even though Sir Russell Johnston, the leader of the Scottish Liberal Party, has written (May 1982): "Those who seek to remove this (charitable status) are almost always those who wish to destroy independent schools." Furthermore, legal opinion is that removal of charitable status would breach the European Convention on Human Rights.

How to get the full facts.

For your free copy of a Fact Pack which tells you everything you need to know about independent schools and the threat they face, telephone the ISIS (Independent Schools Information Service) Association: (01) 630-8793/4/6/7. Or write to: David Woodhead, National Director, ISIS Association, 56 Buckingham Gate, London SW1E 6AG.

Britain cannot afford to lose hundreds of successful schools. These schools should be available to more, not fewer, families. And parents want to keep their freedom of choice.


Please send this to your Parliamentary candidate.

I value the freedom to choose an independent education, even if I don't use it.

Signed _____

Name _____

Address _____



THE TIMES DIARY

All change at t'chapel

Methodism, that traditional Labour recruiting ground, appears to be withdrawing its backing for that Great Party of Theirs. An admittedly non-definitive Methodist Reviewer survey of June 1 hopes to reveal that only three of the faithful hope to enter the Commons for the first time on the Labour ticket: Hilary Armstrong, daughter of Ernest Armstrong, the retiring deputy Speaker, Paul Boateng and David Blunkett. In comparison the Alliance is fielding eight Methodists, one of whom, Roger Roberts, is a minister. They hope to sit in the Commons alongside Alan Beith, the Liberal deputy leader and lay preacher. Edward Rogers, a former president of the Methodist Conference, tells me that although there has always been some tradition of Methodist Liberalism, the shift is real enough. "It's now the Alliance that gives the impression that Labour once did — of a movement more influenced by Methodism than Marx." The Tories have only four Methodist candidates, but they do include two government ministers — Rhodes Boyson and Tony Newton.

Mustard keen

Neil Kinnock's sure-footed stomp around the country stumbled momentarily this week when, accompanied by full escort, he descended on the Derby factory of Reckitt and Colman. The firm, which employs 400, was pleased enough to see him but slightly surprised at being singled out for the honour, last year it donated £30,000 to British United Industrialists, an organization that channels funds to anti-labour outfits including Aims of Industry. The puffed-up Kinnock's 1983 campaign, which contrived to send Denis Healey to a factory making parts for Argentine warships. To make things worse this time, one of the Derby factory's main lines is household aerosols, blamed by greens the world over for eroding the earth's ozone layer.

Plans by fashion designer Katherine Hamnett to cut a record to go with her pro-Alliance Vote Tactically T-shirt have gone awry. I hear that she could not get the cooperation of the right-on record companies she approached or their more lefty artists.

Nap selection

For a man whose party had only eight seats in the last parliament, David Owen is a man of irrefragable confidence. Election bumf from his Devonport constituency describes him as "widely tipped as this country's next Prime Minister." Puzzled, I phoned Owen's campaign headquarters which was responsible for publishing the leaflet. Isn't Margaret Thatcher widely tipped to stay at No 10? "What we mean is the next prime minister after Thatcher." And what about David Steel, I asked. "Our position on that is quite clear. An Alliance prime minister would be the leader of the party with the most seats." So who is tipping him as next prime minister? "Mrs Thatcher for one, and that's good enough for us." Perhaps I should remind Owen that Mrs T is said to have predicted he would be the next Tony PM.

In the wild

Shirley Williams' decision not to seek election as provost of King's College, Cambridge, the post held by her former husband, Bernard, means that it has gone — perhaps more appropriately than to a politician — to an animal behaviour specialist, Patrick Bateson, 49, who is the Cambridge professor of ethology and a fellow of the college, will take over Professor Williams' job in December. Mrs Williams is the Alliance candidate for the magisterial university town, and said she would not stand for the provostship because she wanted to concentrate on her parliamentary campaign.

Essex County Council has widely rewritten the Russian-language version of its tourist brochure aimed at Soviet seamen who come ashore at Tilbury. Where the first draft invited them to "escape to Essex" the booklet now suggests merely that they "explore beautiful Essex".

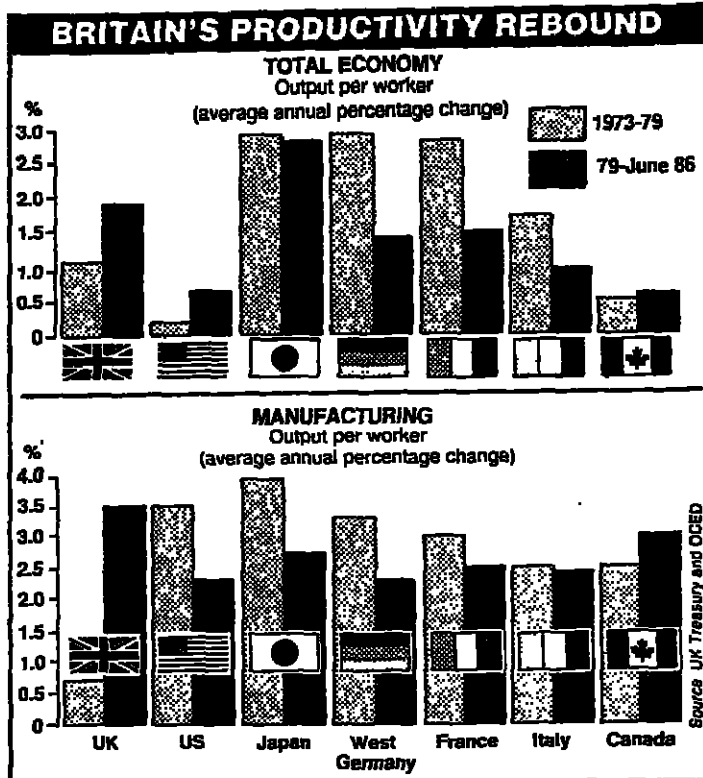
Bibliogradable

A valuable stash of medieval Greek manuscripts, donated to Highgate School by the Victorian philanthropist Baroness Angela Burdett-Coutts, is to be auctioned by Sotheby's later this month. The manuscripts were discovered last year in four Rinso carvons in the stoneroom of solicitors Bower Cotton and Bower as they prepared to move offices. The school's headmaster, Roy Giles, admits that until then the gift had been entirely forgotten. It is estimated by Sotheby's to be worth around £50,000. The find has certainly excited Christopher De Hamel, Sotheby's medieval manuscript expert, who says it is now impossible to send comparable manuscripts out of Greece. "They arrived bound up in string, torn and dusty. Though they could not be said to be the discerning collection of a lifelong bibliophile there is something terribly venerable about them. And one knows with Baroness Burdett-Coutts there will have been nothing underhand about their provenance."

PHS

The slumberer awakes

How does America see Britain in the run-up to the election? Yesterday's Wall Street Journal carried this report by Peter Norman and Barbara Toman, its staff correspondents in London



London is emerging as a premier international financial centre. Some industrial sectors like chemicals and newspaper publishing have prospered; others, such as high-volume auto making, mechanical engineering and man-made fibres, have declined.

Many companies haven't survived the Thatcher years, partly because the government's early policies subjected them to a drastic cost squeeze. When, in the early 1980s, the government didn't respond to industry's pleas for help, the result was a deep recession that greatly accelerated the shift from a manufacturing to a service-based economy.

Manufacturing output now accounts for only 24 per cent of British gross national product, down from 29 per cent in 1979. The service sector, meanwhile, has boosted its share of GNP to 57 per cent from 54 per cent. Manufacturing industry has shed about 1.9 million jobs in the Thatcher years, with half disappearing in the first three years of Conservative government as Britain experienced its worst recession since the last war.

Though manufacturing output currently is rising at a relatively strong 4 per cent annual rate, production remains 4 per cent

work. Britain has areas of inner-city deprivation and pockets of deep poverty. Random violence and occasional rioting preoccupy politicians and the news media.

The "underclass" of permanently disadvantaged people who escape both the responsibilities and benefits of society has emerged as an unwelcome but officially unrecognized by-product of greater reliance on market forces to govern the economy.

More positively, deregulation and reduced dependence on the state has brought a revolution in British performance and attitudes. A booming service sector has absorbed some but not all the lost manufacturing jobs and, most importantly, become a cradle for entrepreneurship.

The Conservatives took office in 1979 determined to defeat double-digit inflation and reduce income taxes. But their high interest rate policy took no account of the country's emerging status as a major oil producer. Moreover, a decision to finance income tax cuts by raising the standard Value Added Tax to 15 per cent from 8 per cent temporarily boosted the nation's inflation rate, which other policies were designed to cure.

Oil plus rigid monetarist counter-inflation policies caused a spectacular rise in sterling's value in the first two years of Mrs Thatcher's first administration.

The soaring pound and consequent loss of industrial competitiveness forced industry to make plant and labour cutbacks to survive. The government — in marked contrast to its predecessors — turned a deaf ear to pleas for subsidies.

If the recession made surviving industry stand on its own feet, the curbing of trade union power gave it more power to manage.

In March 1984, the National Union of Mineworkers flouted new legislation prohibiting strikes without a ballot by workers and began an illegal stoppage to protest at pit closings in the coal industry. The government, which left industry to fight alone against foreign competition, rallied the forces of law and order behind its trade union laws.

The miners' failure and the defeat earlier this year of print workers in a bitter dispute at a new printing plant owned by Rupert Murdoch's News International have marked the end of an era in British trade unionism. A new generation of union leaders advocates co-operation with employers in the interest of getting a better deal for members. "There's more emphasis on working together," says Bill Jordan, president of the Amalgamated Union of Engineering Workers. "Confrontation has proved to be a job destroyer."

© Dow Jones Company Inc June 1987. World rights reserved

Whatever the election result, Dennis Kavanagh sees no change for Labour

Why Kinnock will survive

Elections are cruel tests for party leaders. A prime minister who loses an election effectively loses all, as Heath and Callaghan found out. The leader of an unsuccessful opposition party knows that there will be malcontents who will say the party would have done better with someone else and doubt that it could win under him next time.

Of the two major parties the Conservatives have been more ruthless in dispensing with leaders who fail to gain or hold office. As the normal party of government it has placed a high premium on electoral success. The leaderships of Balfour and Baldwin hung by a thread after they lost elections. Sir Alec Douglas-Home was persuaded to stand down in 1965. In June 1970 party elders, anticipating a Labour victory, planned to tell Heath that enough was enough. Similar advice was tendered after his party's defeat in October 1974, but Heath ignored it.

Since 1935 the only Labour leader who has obviously not gone at a time of his own choosing was Michael Foot. The problem has been of leaders deserting the party, notably Ramsay MacDonald in 1931, and two former deputy leaders, George Brown and Roy Jenkins. Labour entered the present campaign fearing that if it continued to trail badly in the opinion polls it would be difficult to deflect the question: is Kinnock another Foot?

There is a Kinnock problem for the electorate. In April's Gallup poll only 26 per cent thought he was doing a good job as Labour leader, with 63 per cent disapproving, a score of minus 37. Mrs Thatcher had a score of minus seven, Steel, plus 28 and Owen plus 31. The approval scores on the eve of election for previous successful opposition leaders were: Wilson (1964) 38 per cent, Heath (1970) 28, Wilson (1974) 38, Mrs Thatcher (1979) 43. Only Foot with 19 per cent in 1983 has had a worse rating. The halo effect of Kinnock's leadership election in 1983 has worn off.

Voices like Kinnock's personality. He outscored Mrs Thatcher on being in touch with ordinary people, personal warmth and uniting the country. But on questions relating more directly to leadership capability — strength of personality, decisiveness and gaining respect for Britain abroad — he lagged far behind until the last week or so. It had looked like the one-sided Foot-Thatcher contest.

Unlike Foot, Kinnock does not carry the scars of the 1979-83 parliament with him. The legacy of the winter of discontent, blood-letting over the party's constitutional changes, a divisive deputy leadership battle between Healey



and Benn, the departure of right-wingers to the SDP, and the government's success in the Falklands doomed Labour in 1983. There was no alternative.

Kinnock has had a much easier ride. He has earned it through his skill and courage and has profited from the party's "never again" reaction to 1983. He has tamed the party conference and national executive, routed the hard left, installed his own people in key positions in the party apparatus in Walworth Road and has had his way on the manifesto.

It is difficult to think of any postwar Labour leader who has enjoyed such a dominance throughout the party. Indeed the party has virtually abdicated the running of the election to Kinnock.

As leader, Kinnock has subordinated everything else to electoral success. Only 12 months ago, with Labour ahead in the polls, the talk was of Labour's remarkable recovery from 1983 and how much of this was due to Kinnock. Veteran frontbench colleagues enthused about his hard-hitting speeches at conferences and the left accepted the marketing of the party.

Yet today the electoral pendulum has swung back nearly to 1979, a bad result for Labour (Conservatives 44 per cent, Labour 37 per cent). Kinnock has so far gained rare notices — in part the consequence of the party's much reduced expectations. He is having a splendid campaign, his personality thrust boldly at the electorate. He is a man of the people, and his warmth, toughness, and indignation at Thatcherism may strike a chord with a significant number of people.

Even if the party ends up with approximately its present number of seats or is overtaken by the

Alliance in popular votes it is still unlikely that Kinnock will be made the scapegoat by a disillusioned party. It will be less a Kinnock problem than a more general "is Labour fit to govern?" post-mortem. This is the issue which has long dogged the party. The divisions and rows make the party leadership appear weak and undermine its credibility as a party for government.

Kinnock's assets are the same as when he was elected: youth, widespread support in the party and lack of an alternative leader. In 1983, facing three other candidates, he gained more than 90 per cent of the union vote, more than 70 per cent of the constituency vote and nearly 50 per cent of the vote of Labour MPs.

The complicated new machinery for electing Labour leaders makes it difficult to unseat him. Neither John Smith nor Roy Hattersley, for example, can match his support in the unions and local parties, and these dominate the election college.

One scenario visualized by the other parties in the event of Labour doing badly is for the left to challenge the failed leadership. This is what happened after 1959 and after 1979. On this view, 1987 will be Labour's last stand and the party will split again. Such hopes are likely to be disappointed.

The left has largely had its way on policies, particularly defence, state investment and social ownership, and since the decline of Benn the mantle of Aneurin Bevan has fallen on Kinnock himself. Unlike Bevan, Kinnock will find the unions acting as his praetorian guard.

An alternative route is for Labour to attempt to mobilize a coalition of minorities — homosexuals, blacks and "women" — as in London. But this strategy is

Jo Grimond

Grand gestures but no jest

Fashion demands that parties at a general election must have portentous manifestos and heroic slogans. Not much laughter in this election so far. In Orkney at one election which I fought the Tory slogan was simply "Ban Jo". The name of the Tory candidate was John Firth. My wife presented a nomination paper on my behalf entirely signed by John Firth.

If the Alliance must have a slogan I suppose "The time has come" is as good as "Forward by the right" or "Time for a change". But it raises the question, "For what has the time come?" In the last week of the campaign, abuse will take up much of the time. But the Alliance must find a few minutes to sharpen up the reasons why we think this is a particularly important time. It must catch public attention by a style of its own.

I do not myself feel that this election will lead to moves such as followed those of 1906 or 1945. Unless Labour's defence policy is put into effect I can see no outcome so disastrous as the defeat of Home Rule in the 1920s. But the pressures are building up, the time is coming, if it has not actually come, when we shall have to change some of our habits and reform some of our bureaucracies.

We shall have to do so not because of attachment to some political theory but because people see that these habits lead to an unsatisfactory way of life, that our institutions no longer serve them and that we are abusing the possibilities at our disposal.

It is strange that at a time when Britons are richer and public expenditure higher than ever before individuals are more in debt and all organizations, except the City of London, claim to be short of money. The trouble lies in failed expectations, frustration, the irritation bred by seeing our wealth wasted, the spectacle of inequality bred not by ability, nor even by birth, but by manipulation and inside knowledge.

The time has come for changing and opening out politics by raising new possibilities and expectations. That cannot be done fully in two general elections. In an election the ball must be played when it lands and it is often put into play fortuitously. But nevertheless how it is played is important.

What should determine how the Alliance plays the ball on taxation, health or education, for instance, depends on how we see the underlying causes of our troubles. Can they be solved only by the government spending more public money? Clearly not — yet higher public expenditure is a major part of the promise of all parties and the sole part of some policies.

Yet unless we find new ways of doing things and give people new motives there is no reason why greater expenditure should not end in more dissatisfaction, violence and destruction of the cities. Nor will the money be there unless the wealth is created.

To create genuine — as against paper — wealth, new structures are needed in industry. Labour is bankrupt of ideas. Its prescription for our troubles is more of the same pseudo-medicine which helped to create them. The Tories

have made moves in three directions which if not new have lately been popular: parent influence in schools, wider ownership and enterprise. None is to be despised.

But the Tory attraction to them seems paternalist rather than populist in inspiration. Nor do these policies seem an integral part of a general programme to spread power and wealth. Power in industry will still rest with directors and managers appointed by themselves or the large institutional shareholders. Power in politics will rest with the party machines. I believe the realization, perhaps faintly formulated, that they have lost control over those who run their lives is one of the main reasons why people are disappointed.

But Liberals should take care. They have caught the largely middle-class disease of committee-sitting, with all its dreadful paraphernalia of minutes, agendas and position papers, and tend to see participation as a glorious heaven of endless committees.

But that is not how everybody wants their lives to be run. In an ideal and truly liberal world we should all have the means and intelligence to make our own choices. As that is not the case we want those who run our affairs to treat us as equals and pay attention to our views and needs. I am not sure that people mind very much whether the schools are run by parent-governors, headmasters or local authorities so long as they are run for the sake of people and not bureaucracies.

It is said that Winston Churchill, when presented with a perfectly respectable and well cooked pudding, complained, "This pudding has no theme". Perfectly respectable political manifestos may lack a theme or even a joke which could lend them a distinctive taste. When it considers the faults of the old moulds which need breaking, the Alliance might consider that politics has become depressingly dull. Could it emulate Mathias Rust who landed his aeroplane without benefit of parachutes in Moscow in the centre of paternalist pomposity?

The Alliance has talked excellent sense in the election campaign. It would be silly for it to devote all its energies now to the knockabout Tory-Labour battle in the last week. Let it fire some shots, by all means, but let it make clear that the Tory v Labour battle is not its battle.

Its battle is still against the mould: the mould which has reduced politics to a contest between bureaucrats and public relations officers or worse, in which the public interest is largely sustained as at a horse race, by guessing who is going to win: the mould which excludes new ideas and has drained from politics the zest which it ought to generate.

A little irreverence in the manner of Herr Rust would do no harm. Can there be any spectacle more absurd than a solemn competition between Mrs Thatcher and Mr Kinnock to show for television who is the most "caring" or "concerned"?

The author was leader of the Liberal Party, 1956-67.

however... Simon Barnes

Conned on all continents

The first time I arrived in New York I was full of fear. So is everybody. I might get mugged; but worse, I might look silly. Within five minutes my worst fears were realized. I arrived at Pennsylvania Station 'bout a quarter to four, as one does, and at once a young man in a baseball cap asked me if I wanted a cab. I said that I did; he at once took my bag to the street. I smiled; and New York cab drivers were supposed to be unhelpful.

But this chap was not a taxi driver. He dumped my bag at the side of the road and hailed a passing cab. "Here!" I thanked him for his kindness and gave him a dollar, but he said the rate for such a service was five dollars. I paid him five. Like an idiot.

But everyone is an idiot in a new town. When you don't even know how to make a telephone call, let alone get from one place to another, you are vulnerable foolish, idiotic. This worries people, puts them in great fear of travelling. But the point is to pay your five dollars with a smile: it is not a wicked rip-off, it's the wholly justifiable payment of Idiot Tax.

Idiot Tax is levied by every airport taxi in creation, and I have paid it times without number. "Very sorry, forgot to switch meter on." "Fare is 100 baht one person, you are two person, so fare is 200 baht." "All taxi fares gone up — see this chart." "We said one-hundred rupees, yes?" "No, we said one hundred." "Then I leave you here." "Fridays all fares are double." "This quick way, mister. Too much traffic other way." "One dollar each piece luggage." "Meter broke."

You have to pay for the privilege of being a stranger. You pay either Idiot Tax on demand, or you have it deducted at source by a five-star hotel, one which hires out its own limousines. The wiser, or at least the poorer, man pays Idiot Tax with good grace.

Once you have stomped up a few minutes you begin to get your eye in. For an Englishman this tends

to mean losing your fear of bargaining, your terror of the market-place, the British traveller's quite literal agoraphobia. You learn by your mistakes, which makes me one of the most learned travellers ever to set foot abroad. You travel on, sustained by a precarious faith in the ultimate good nature of man, ever fearful that one day you will make such an idiot of yourself that you will never be able to travel again.

I was in Trinidad for the cricket when I got on the wrong bus. An easy thing to do, since bus routes are a somewhat vague concept in Trinidad. It was just after midnight, and after 20 minutes' travel I noticed that I was heading in totally the wrong direction. I'm quick like that. The people showed me the place to wait for the right "bus" and I dismounted and left them.

The road was deserted, the street lights non-existent, the shadows deep. I had no idea in the world where I was, save that I was somewhere in or around Port of Spain. I stood by the side of the road, feeling puny, white, and alone. And at once two men materialized from the shadows. Both had ragged knee-length trousers, both were bare-chested, both wore dreadlocks that fell to the navel. Both were over six foot.

"Ah, I thought, This time, I really have rather blown it. One said: "Hey man, can you spare me a dollar?" I gave him five and felt mean. He thanked me with good grace. He and his companion disappeared into the night as silently as they had come. Shortly afterwards, with the help of an illegal taxi, I was back at my guest house in the hills outside town. I had paid five dollars Idiot Tax as a charge for making a total fool of myself, it seemed immensely good value.

My traveller's faith in man, like a mobly toy, receives blow after blow, but somehow always seems to stand up again. But one must pay one's Idiot Tax with a good heart, and travel onward.



1 Pennington Street, London E1 9DD Telephone: 01-481 4100

THE SPIRIT OF '79

Mr Kinnock, in his television interview with Sir Robin Day on Monday, forecast that inflation would rise from its present level of slightly over four per cent to perhaps seven per cent after the election. To many voters, it would have come as a relief to hear him for once bidding for the anti-inflation vote. Then the realization would have dawned: Mr Kinnock was talking about what inflation would be under a Labour Government.

If the leader of the Labour Party says it would go as high as seven per cent, to what heights would it really soar? Mr Kinnock said he was prepared to see a "trade off": higher inflation for lower unemployment. He envisaged "a temporary surge that would take us above five, six, say seven per cent, and then recede".

The passage about inflation was typical of Mr Kinnock's remarks as a whole. He favoured "ultimately" what he called government participation "on behalf of the people by the Government in the organization, ownership and control of industry". To anyone over 40, those are the words for nationalization. He favoured too the repeal of the laws banning secondary picketing. To anyone over 30, those are the words for union power — sometimes violent. When there was last a coming together of all those forces — state-owned industries, union leaders dominated by potentially violent pickets, strikes intended to safeguard wages after a period of high inflation — it produced the winter of 1978-79.

Mr Kinnock was said to be pleased with his performance in Monday's interview. Perhaps he and his camp thought that he had "stood up" to his interviewer. But there are more things to winning voters than simply telling Sir Robin not to interrupt.

The interview was the most revealing of the campaign so far. It contained nothing as cataclysmic as the one two weeks before when Mr Kinnock suddenly started chatting about the prospects for a Soviet occupation, and thus

unleashed the issue (defence) which his handlers had successfully kept hidden for a week. But, in the end, Mr Kinnock's remarks about a Soviet occupation could have meant anything — so confused were they.

On Monday, however, he identified himself with inflation, pickets, closed shops and nationalization. Voters know what they mean all too well. Whatever else is thought of her, Mrs Thatcher is generally credited with mitigating the worst effects of all four.

Inevitably, at some point, the country will cease to be grateful to her for doing so. Politicians are not given credit for their achievements indefinitely. Perhaps that ingratitude will become clear as early as June 11. If so, Mr Kinnock will not have suffered by campaigning as the man of 1979. But it is as well to remember that that is what he is.

In one vital respect, however, he is different from the Prime Minister of 1979. Unlike Sir James Callaghan, but like many other politicians, Mr Kinnock still thinks employment can be increased by a bit more inflation. In using the word, Mr Kinnock was more honest than the others — Tory wets and Alliance leaders, as well as Mr Healey and Mr Hattersley.

They tend to talk about "reflation", a word which perhaps they believe is not associated with the unpopular business of prices going up. But, as Sir James knew, all inflations of paper money — unsecured by greater productivity, which they surely would not be under a Kinnock government dominated by the unions — soon need more to keep the "reflation" going.

In the end, the measures needed to avoid collapse produce more unemployment than before. Mrs Thatcher has not yet escaped the unemployment phase of this cycle. Mr Kinnock would return it to the inflationary phase, with the certainty that the unemployment would return.

GULF OF GOOD HOPE?

Into the international gloom of recent months has come one shaft of light: a plan, as yet at an early stage, for an international effort to end the Gulf War. A UN Security Council resolution, still being drafted, calls for a ceasefire to be followed by an arms embargo on whichever side refuses to comply. That is most likely to be Iran.

The most heartening aspect of this development, aside from the distant prospect of peace it holds out for the Gulf, is that it was proposed by the United States and subsequently supported by the Soviet Union. It is believed to be the first example of superpower co-operation at the UN for many years.

The United Nations in New York has long been a standard forum for US-Soviet confrontation. The number, status and activities of Soviet UN officials have been a frequent source of contention. The Soviet foreign minister's annual speeches to the General Assembly were routinely used by Mr Gromyko to lambast the Americans, and it has seemed almost a matter of pride for Soviet delegates to oppose whatever the US proposed.

The sudden outbreak of co-operation represents a change of tone and tactics fully consonant with Mr Gorbachev's conduct of Soviet foreign policy. Which is not to say that it contains any element of altruism. The Soviet Union, no less than the United States, has compelling reasons for advocating a ceasefire in the Gulf and, failing that, any measure — including an arms embargo — that might bring an eventual end to the war.

Like the United States, the Soviet Union has been trying to improve relations with the conservative Arab states and safeguard its oil supplies. Like the US, it has suffered damage and casualties in the war zone. Like the US, too, it has suffered incessant anti-superpower propaganda from Iran, with an additional irritant — radio stations which incite Afghanistan's mujahadin and Soviet Muslims to insurrection.

Hitherto, however, Moscow has appeared to view the eventual prize of a special relation-

ship with Iran or the remote prospect of a leftist regime seizing power there as reason enough to persist with the niceties of economic and diplomatic relations. Nor has its professed neutrality in the Gulf War precluded it from selling arms — to both combatants.

But this alone also points to the chief limitation of any Security Council resolution which attempts to end the Gulf War by cutting off Iran's arms supplies. In order to be adopted, it requires the support of the other permanent members of the Security Council: Britain, France and China. All — but especially China — are selling arms of some description to Iran.

Even if, as is believed, this support is forthcoming — and, after the beating of Mr Chaplin, Britain has good cause to halt all arms sales to Iran — any embargo still has to be observed. Experience is not encouraging. The eight years of the Gulf War have seen many weapons reach Iran by diverse stratagems. The covert US arms sales, initiated in return for a notional stake in Iran's power struggle and the promised return of American hostages, are only the most flagrant example.

Britain has behaved scarcely better. Self-imposed regulations about no sales of "lethal" weapons, no "new" arms orders, no sales of weapons that would "alter the balance of the conflict in the Gulf" and nothing that might foster terrorism have left loopholes through which whole arsenals appear able to pass. That is even before the private arms dealers (operating frequently through neutral third countries) have begun their work.

A Security Council resolution would signal clearly to Iran that the nature of its regime and its pursuit of the war with Iraq have been found internationally unacceptable. To that extent it would be welcome. It would be doubly welcome if at the same time it heralded the diminution of superpower rivalry in one volatile part of the world. Unless, however, the desire to end the war in principle is accompanied by a readiness in practice to forego some of the profits, the efficacy of the resolution will be severely restricted.

HELP ONE CAN DO WITHOUT

There can be no peace in Sri Lanka until the Tamil terrorists have been beaten. This is the correct conclusion of the government in Colombo. The military offensive which has just ended in the Jaffna peninsula, was preceded by two of the worst atrocities to date: yesterday's killing of 33 bus passengers — 29 of them Buddhist monks — and the recent car bomb in the bus station at Colombo, which left 180 dead and many others maimed. Both episodes illustrate the brutality of the extremist Tamil groups in their dubious struggle for secession.

It is against this background that the Sri Lankan forces have been fighting to win control of parts of Jaffna region from the terrorists. But peace will not be won by arms alone, nor will victory over the gunmen be complete. As Britain has learned in Ulster, the rule of law must be imposed as a pre-requisite.

For the Indian government to enter this fray by offering help to the Tamils is provocative and myopic. If it ever leaves port, the 20-ship convoy which was due to set sail today from southern India, would fly the Red Cross flag and be unarmed. Its food and medical supplies would be not for terrorists but for victims of the fighting around Jaffna. But there are ways and means of helping, and this does not sound like one of them.

Whether the supplies are needed is debatable. The Sri Lankan forces have blockaded the north as part of their offensive and this must have had some impact on the people. The initiative from Colombo to the initial response from India was anyway to accept the Indian offer "in the spirit of good neighbourly relations" — subject to discussions on ways and means. But for India to go ahead regardless

could only upset and provoke the Colombo government. And to what purpose?

President Jayewardene yesterday ordered the Sri Lankan forces on full alert. The most likely result — if the convoy sets sail — would thus seem to be a confrontation in which the convoy would, at very least, be turned back and relations between the two governments would be damaged. The Tamils in the north, for whom the Indian aid was meant, seem unlikely to benefit whatever happens.

In the short term Mr Rajiv Gandhi might stand to gain. If the convoy were to proceed, he could project himself as the friend of the Tamil people. If, as seems more likely, it did not — then the Colombo government would be put in some embarrassment by having to reject a "mercy mission".

Mr Gandhi is under pressure from the Tamils in southern India. This requires him to show some solidarity with the Tamils in Sri Lanka. He is a politician in some trouble anyway. India has its own secessionist movements to contend with. The latest religious riots in Meerut are the latest evidence of its deep divisions. He is not the first prime minister in such circumstances to seek refuge in another country's troubles.

If it is humanitarian aid, all well and good. But interference is unlikely to serve that end. The Colombo government has made errors. With 6,000 already dead, it cannot allow the violence to continue unabated. If Delhi showed more understanding of this reality, it might earn more sympathy abroad for its own problems. As it is, Mr Gandhi should put his own house in order before meddling so audaciously next door.

Ward case and libelling the dead

From Lord Denning
Sir, After a man has died, he can be libelled with impunity. The law says so. Some journalists take advantage of this law. They paint a false picture of the dead man — to the great distress of his friends and relations. What can they do about it? Nothing, except write to *The Times*.

A book has recently been published by Jonathan Cape Ltd called *An Affair of State*, written by Phillip Knightley and Caroline Kennedy. Extracts from it have been published in *The Sunday Times* Review. This Review tells of the trial of Stephen Ward in 1963, calling it the "Trial of the Century". It says, in banner headlines, that he was "framed" by the police, who made "totally bogus police charges" against him; and that his private life was paraded in public by a "prejudiced prosecuting counsel and judge".

The Chairman of Jonathan Cape Ltd, in a letter to you published on May 28, supports the authors, saying that "the police investigation of Ward's case and the conduct of his trial led to an historic injustice".

These allegations are completely unfounded and untrue. The trial of Stephen Ward took place in July, 1963, at the very time whilst I was inquiring into the Profumo case. I had to conduct closely all the circum-

stances. I had all the contemporary evidence before me, including many of the witnesses. Stephen Ward himself came to see me on three separate occasions. On each occasion for about two hours. On the last occasion he came at his own request to tell me more. He did so.

In fairness to all concerned with his trial (many of whom are now dead) I wish to say that Stephen Ward was fairly and properly prosecuted, tried and convicted. He was not "framed" by the police. The charges against him were not "bogus". The conduct of the trial was beyond reproach. He was tried by Sir Archie Pellow Marshall, one of the best judges of his time. He put the case very fairly before the jury. He showed much consideration to Stephen Ward, giving him bail throughout the trial and even during his summing-up.

A distinguished judge of the High Court (now himself retired) writes to me: "From my experience of him (Sir Archie Marshall) I would describe this book in its description of Archie as a Judge as one long column. It angers me, as it must all his friends. It distresses his family."

That is why I write to you — as the only means of redress. Yours sincerely, DENNING, HOUSE OF LORDS, June 1.

Long-term poll view

From the Chairman of Harris Securities plc
Sir, Sir Ronald Halstead and his co-signatories (June 2) are quite right. The electoral issues are clear and have never been of greater consequence to the country.

The Government is now turning its attention more and more to education and industrial training to ensure that the necessary skills become available. The opposition parties only offer retreat just at the moment of victory. The cost of stepping back now will be nothing short of a national disaster for everyone, but will also bring cheer to our international competitors.

The long-term interests of all who work in industry are served by the continuing improvement in Britain's competitive position. It would clearly seem that only the Conservatives can deliver.

PHILIP HARRIS, Chairman, Harris Queensway plc, Queensway House, 17 London Road, Bromley, Kent, June 2.

From Lord Steff of Brimpton
Sir, Eight years ago the Thatcher Administration embarked on policies which have made a major contribution towards reversing Britain's decline in the world, particularly in the economic field, and creating a climate of commercial realism.

These policies are now being applied to that difficult area, the public sector, but there is much to do.

New industries are developing well, but it takes time for them to create substantial employment. More British management now appreciates the large potential for producing goods of high quality and good value at home instead of importing. As a result of this policy of sourcing in Britain, the firm with which I have long been associated has created some 70,000 jobs in manufacture and agriculture, some in industries which were considered to be in irreversible decline. These industries are now modern, efficient and profitable, replacing imports

Benefits and dangers of credit

From the Director of the National Association of Citizens Advice Bureaux

Sir, Your editorial (May 26) does a disservice not only to the National Consumer Council but also to the millions of families who are in debt and faced with court action.

The NCC quite correctly addresses itself to the problems of this substantial group, many of whom approach our bureaux for help. No one doubts the benefits that credit has brought us — the high level of car ownership would not be possible without hire purchase — and credit can be an important budgeting tool for people on low incomes as well as the wealthy. Credit often ensures that children do not go without shoes, for example.

There is a growing problem of over-commitment resulting from the twin problems of "reckless lending" and "irresponsible borrowing". The continuing growth in credit (now at over £3 billion a month) is resulting inevitably in more casualties. Money education, sensible lending practices and some measure of legislative control would help to reduce this.

However, CABs' concern is with the dramatic increase in debt problems being brought to bureaux every day. These debts are frequently caused by a change in financial circumstances — unemployment, marital breakdown or sickness — which results in a previously manageable budget becoming an unsustainable burden.

Many of these families are faced

Iran and civilization

From the Bishop in Iran (in exile)
Sir, President Reagan may not like the present rulers of Iran, although that did not stop him trying to have secret arms dealings with them. But his abhorrence of a particular regime should not lead him to generalise and call "barbaric" an ancient country which has contributed to the civilization of the world in producing men such as Avicenna, Ghazzali, Rumi and Hafez, as he did today when he was talking about freedom of shipping in the Persian Gulf (report, May 29).

Yours sincerely, H. B. DEHQANI-TAFIL, c/o Church House, Winchester, Hampshire, May 28.

Population control

From Professor Robert Winston
Sir, Your timely leader, "A world of babies" (May 26) underlines a major need — research into more effective methods of contraception to control the population of our planet. Unquestionably, birth control would be much more acceptable in most countries if it were free of serious side-effects.

The most important area of research is that involving the maturation of the human egg and the first few days after its fertilization. This work, in which British leads the world, will provide information to improve both the efficacy and safety of new contraceptive technology.

The hope must be that a new government will not introduce legislation preventing pre-embryo research on those fertilised eggs produced as a by-product of *in-vitro* fertilization treatments which cannot be used for the infertility treatment of the couples concerned.

This vital work must be allowed to continue, rather than to leave such pre-embryos to disintegrate slowly in culture — the only alternative if such crucial studies are banned.

Yours sincerely, R. M. L. WINSTON, University of London, Royal Postgraduate Medical School, Institute of Obstetrics and Gynaecology, Hammersmith Hospital, Du Cane Road, W12, May 26.

Slanging match

From Mr Paul Beale
Sir, Further to Dr Bruckshaw's helpful point (May 22) on *twerp*, I was alerted by the editor of the latest edition of his *A Dictionary of Slang*. I have been struck by the number of words expressing contempt for an inferior (usually male) person: not only *twerp*, but also (a random choice) *berk*, *jerk*, *nerk*, *nerd*, *turd*, *cirp*, *smurge*... the list goes on.

Some of these carry plausible etymologies, but that seems almost irrelevant; their main characteristic is the drawn-out "dead vowel" sound. Is this, then, the English noise of disparagement? Contrast the short, sharp "dead vowel" used in many of our nastier taboo words (*ruddy* is a euphemistic, printable example).

My mother has an all-purpose swear-word for venting intense irritation: *bluggars*, which combines hard plosive consonants with the vicious vowels, and, as an exclamation, conveys fury quite admirably.

Incidentally, the *berk*, *nerd* vowel has crept into the BBC's weather forecast for shipping. Visibility is all too often only "moddrit t' gird". Yours sincerely, PAUL BEALE, 131 Byron Street, Loughborough, Leicestershire, May 28.

with court summonses, warrants of execution and possession orders, severe measures which are often quite inappropriate given the unforeseeable causes of the debt. The reform of our court enforcement procedures is long overdue, although we acknowledge that it will not on its own cure the problems of debt.

The editorial's remarks about the NCC's activities in trying to establish realistic and long-term solutions to these problems are unhelpful to all of us working to improve matters in consumer protection and the credit industry. We are grappling with very complicated legislation and enormous social pressures in an attempt to ensure a healthy balance between the benefits and dangers of a credit-based economy.

Yours sincerely, ELIZABETH FILKIN, Director, National Association of Citizens Advice Bureaux, 115-123 Pentonville Road, N1, May 29.

ON THIS DAY

JUNE 3 1987

£48,500,000 in £1 bond units was poured into "Ernie" in its first year and 23,142 numbers, to a value of £268,750, were disgorged. The top prize has risen from £1,000 to £250,000 and the total monthly pay-out to more than £11 million. The original bonds are still circulating in Ernie, but the odds of any £1 bond being drawn by the "elaborate fruit machine" are now 11,000 to one.

WINNING BONDS ENCOURAGE THE SMALL SAYER

ERNIE'S FAIR RETURN IN FIRST DRAW

From Our Special Correspondent

Lytham St. Anne's, June 2

As the electronic random number indicator equipment (Ernie) threw out a number every three seconds on chattering teleprinters towards the prize list of the first Premium Bonds draw, it became apparent that popular misconceptions of the mechanics of the draw are legion.

Mr Marples, the Postmaster-General, who started Ernie bright and early yesterday, has sound notions about publicity which make it all the more surprising that he permitted the soggy blanket of secrecy which until this weekend has effectively shrouded the Bonds office. The official explanation is that it was intended that the whole thing should "start with a bang" with this first draw. The bang has been loud enough and reverberates still; the 140 Press, radio and television representatives who were invited here have seen to that. But while excitement centres on the lucky numbers, many people are still puzzling about many things connected with Premium Bonds and it will take time to satisfy them all.

During the past six months a number of Pressmen — your Correspondent included — have asked the Post Office to be allowed inside the Bonds offices. These requests have always been refused, with the result that the trickle of information which might have been usefully acquainting the public with the marvels and mysteries of Premium Bonds has been held back only to be released now in an indigestible flood. Political considerations form a partial explanation, coupled with the Post Office's determination that everything should work properly for the first draw — Ernie's career has been one of constant modifications and he was only installed at the office some six weeks ago.

WORKERS' INTEREST

It has been suggested that the Premium Bonds system shows bias in favour of the rich, the argument arising because the "rich", identified in this case as people with the maximum holding of 2500 worth of bonds, won 29 of the 96 £1,000 prizes. But the number of winning bonds in the list that begin with Z — the letter indicating a £500 holding — is not at all remarkable. It is in fair proportion to the total number of bonds sold in blocks of 500. Ernie not only quite fairly gives 500 chances to 500 bonds; on recent form in rehearsals he gave the £1 holdings slightly more than their fair share of winning numbers. This coincidence — it is nothing more — pleased the workers here who, for the security of their own jobs, want to see many small savers buying Premium Bonds. Obligingly Ernie continued the trend yesterday by giving the £1 bonds about 5 per cent of the £1,000 prizes instead of the 2 per cent which had been their estimated fair share.

The amounts of the bond holding from which any winning bond comes can be identified by the initial letter of the bonds number. For example A to E in that order signify holdings from £500 to £5. K stands for £10 holdings, and Z for £500 holdings. There are 28 bond denominations identified by letters. The remaining three letters of the alphabet which are not used are, possibly appropriately, I, O, U.

Contacts with Aids

From Dr A. M. Gordhandas
Sir, Your report, "Doctors face action if they do not treat Aids patients" (May 22), raises a very important question: to what extent is a professional worker supposed to take personal risks in carrying out his duties before the risks are deemed to be unacceptable?

If the utterings of the General Medical Council, Royal College of Nursing, Mr Gillon and Dr Macara are any indication, then the answer is very simple indeed. Either the professional worker accepts the risks with equanimity or he/she must be prepared to be thrown out of the profession on the ground of professional misconduct.

Such absolutism on the part of the establishment to refuse to

accept that medical ethics are ever changing could cause problems. Medical ethics mirror the mores of society and as society changes these mores change.

What the generalists may consider to be a fair battle, the troops may call a suicidal mission. If society believes that every life is precious you can hardly blame a health worker for believing that his/her own life is precious as well. We do not need a diktat which may demoralise the field workers to such an extent that the patients will suffer.

A general practitioner has the right to remove a patient from his list without giving any reasons. This can never be classified as professional misconduct.

Yours faithfully, A. M. GORDHANDAS, Ashby Clinic, Collum Lane, Scunthorpe, South Humberside.

Viewers and wagers

From Mrs Ann Roberts
Sir, I am so glad that you have changed the location of the radio and television programme listings.

Now I am able to see all the programmes which are not worth watching, whilst my husband is seeing all the races which are not worth backing. Yours faithfully, ANN ROBERTS, 3 Forest Houses, Great Bedwyn, Marlborough, Wiltshire.

From Mrs A. Widgery
Sir, I cannot tell you how dismayed I am to find the television and radio programmes removed to part 1 of *The Times*.

For the unbusiness-minded and the crossword addict their sliding on the (inside) back page of part 2 was ideal. Now once more the aged and short-memoried must be continually flipping the page back and forth to consult the one or the other.

Yours faithfully, AUDREY WIDGERY, 20 St Edwards Court, Shaftesbury, Dorset.

Strength of IRA

From the Reverend Fr Denis Faul
Sir, May I reply to Sir John Biggs-Devison, who invokes my name (May 19).

When I say that only about "20 per cent of Catholics would vote for a United Ireland", I mean "now", because of the better financial arrangements and services available to their large families.

That situation could change rapidly in the future. Ninety per cent of Catholics in Northern Ireland retain the aspiration to a United Ireland and have no allegiance to the UK in a theoretical sense, but would like to play their part in the community as good citizens if they were allowed by the religious and political bigots who have law and power here and who discriminate against Catholics.

One hopes that the Anglo-Irish Agreement will remedy things. Yours etc, DENIS FAUL, St Patrick's Academy, Dungannon, Co Tyrone, May 26.



COURT AND SOCIAL

COURT CIRCULAR

BUCKINGHAM PALACE June 2: Mr K. G. MacInnes (Her Majesty's Ambassador Extraordinary at Manila) and Mrs MacInnes had the honour of being received by the Queen this morning. Mr P. H. C. Evers (Her Majesty's Ambassador Extraordinary at Algiers) and Mrs Evers had the honour of being received by the Queen.

ton Gore, in aid of the National Society for the Prevention of Cruelty to Children. Mrs John Floyd was in attendance. -The Princess Anne, Mrs Mark Phillips, president of the Royal Agricultural Society of England, today attended the Society's President's Day at Wye College (Principal, Professor Ian Lucas).

Luncheons

Law Society Mr John Wickerson, President, of the Law Society, was host yesterday at a luncheon held at 60 Carey Street. Among those present were: Sir David Napley, Mr Donald Troup, Miss Jean Horsham, Mrs Theresa Grant, Mr George Ingle, Mr John Scamman, Mr Paul Matcham, Mr Derek Bradburn (vice-president), Mr Richard Cassell (deputy vice-president), Mr Brian Johnson and Mr John Hayes (secretary-general).

Reception

Air League The Duke of Edinburgh attended a reception given by the Air League last night at the headquarters of British Aerospace and presented awards to the winners of flying scholarships and bursaries. He was received by Air Marshal Sir Charles Ness, chairman of the league. Among those present were:

Service dinners

HMS Glasgow A dinner was held in the Wardroom of the West Indies Guardship, HMS Glasgow, on May 31, while at anchor off Belize to celebrate St Barbara's Day (Patron Saint of Gunners). Officers from the Resident Army Garrison were the guests. Lieutenant-Commander M.J. O'Connell presided.

Dinner

Pharmaceutical Society of Great Britain Dr Geoffrey Booth, President of the Pharmaceutical Society of Great Britain, presided at a dinner held last night at the society's headquarters, 1 Lambeth High Street. Professor S.R. Sutherland, Principal of King's College London, also spoke.

Memorial service

Sir William Gorell Barnes The Secretary of State for Foreign and Commonwealth Affairs was represented by Sir Edwin Arrowsmith, and the Permanent Under-Secretary of State and the Diplomatic Service by Mr Stanley Martin at a service of thanksgiving for the life of Sir William Gorell Barnes held yesterday in the Chapel of St Michael and St George, St Paul's Cathedral.

Service dinners

HMS Glasgow A dinner was held in the Wardroom of the West Indies Guardship, HMS Glasgow, on May 31, while at anchor off Belize to celebrate St Barbara's Day (Patron Saint of Gunners). Officers from the Resident Army Garrison were the guests. Lieutenant-Commander M.J. O'Connell presided.

Dinner

Pharmaceutical Society of Great Britain Dr Geoffrey Booth, President of the Pharmaceutical Society of Great Britain, presided at a dinner held last night at the society's headquarters, 1 Lambeth High Street. Professor S.R. Sutherland, Principal of King's College London, also spoke.

Science report Roman granary found

By Norman Hammond, Archaeology Correspondent

A Roman army stores depot has been discovered on the Welsh border, apparently part of the infrastructure for the conquest of Britain in the middle of the first century AD. A polygonal enclosure covering nearly three acres was located on aerial photographs, and has now been tested by excavation, resulting in the discovery of the foundations of a granary.

Jones, of Manchester University, showed that the enclosure had a rampart about five metres wide, flanked by two ditches, of which the outer was of classic military profile. Both had later been deliberately filled in. A road ran along the outside of the defences, paved with river cobbles, and another road, with a gravel surface, was found in the interior of the enclosure.



A delightful ivory study of a baku, a potent mythological beast, is expected to fetch a record price for a necklace of up to £70,000 when it is auctioned by Sotheby's on June 18.

On its western side was a structure that Professor Jones says can only be interpreted as a Roman timber granary; eight trenches were spaced less than a metre apart and ran for at least 12.5 metres, and the building was 17.5 metres wide. The evidence was clear enough to show how the individual timber uprights had been placed in position and packed with gravel and clay, and also to locate the leading bay. Another building lay across an alleyway.

Birthdays today

Sir Robert B. Black, diplomat, 81; Lord Brandon of Oakbrook, 67; Mr Patrick Cargill, actor, 69; Mr Tony Curtis, actor, 62; Professor Richard D'Aeth, former president, Hughes Hall, Cambridge, 75; the Hon William Douglas-Home, playwright, 75; Mr Maurice Evans, actor-manager, 86; Mrs Sheila Faith, MEP, 59; Professor R.N. Franklin, vice-chancellor, City University, 52; General Sir Michael Gove, 63; Professor Michael Jaffe, director, Fitzwilliam Museum, Cambridge, 64; Mr Colin Meads, rugby player, 51; the Hon Sir Cory O'Neill, diplomat, 75; Sir Henry Wilson, former vice-chancellor, Reading University, 73; Sir Edward Wayne, former physician to the Queen in Scotland, 85.

Christening

The infant daughter of Mr and Mrs Patrick Nealon was christened Natasha Jane by Canon A.H. Johnson in the Crypt Chapel, Palace of Westminster, on Saturday, May 30. The godparents are Mr Nicholas Bottomley, Mr Richard Ogilby, Miss Sarah Lovick and Miss Diana Woods.

Press Council

The Press Council, the voluntary body which deals with complaints about newspapers and magazines, is seeking nominations from organizations and individuals for new public members. Eighteen representatives of the press sit with the Council, and an independent chairman, Sir Zelman Cowen, QC.

Forthcoming marriages

Mr C.E.P. Hallinan and Miss R.J. Angrove The engagement is announced between Charles Edward Parry, eldest son of Sir Lincoln and Lady Hallinan, of Cardiff, and Ruth Jean, youngest daughter of Mr and Mrs John Angrove, of Penarth, South Glamorgan.

OBITUARY

MR ERROL BARROW, PC Resourceful Barbadian leader



Mr Errol Barrow, PC, QC, Prime Minister of Barbados, died in Bridgetown on June 1. He was 67. A former RAF pilot, he helped to lead the Caribbean island to independence from Britain in 1966, himself becoming in the process the first Prime Minister in its 350 years of unbroken constitutional rule.

During his years of office, from 1961 to 1976, Barrow created a climate of financial confidence. At a time of "black power" turmoil he also helped his compatriots to rise above racialist emotions. The island prospered, and he enjoyed three successive mandates from the electorate.

BIRTH MARK

Advertisement for British Telecom Pagers. It features several examples of pagers with messages like 'WOULDN'T YOU PREFER', 'A PAGER?', 'THAT CAN DO', 'MORE THAN I JUST GO', and 'BLEEP?'. The ad includes contact information for Bill Kimberley at British Telecom Mobile Communications.

Advertisement for Sir James Stephen. It includes a portrait and text detailing his military and political career, including his role as a volunteer in the Boer War and his work in India and the West Indies.

The new idols of the economic 'miracle'

Italy has rediscovered capitalism and may economically have overtaken Britain, but will this new renaissance survive?

Italy will be the host next week in Venice of the summit of the seven most highly industrialized democracies and, more by bad management than by luck, will present a complicated picture of its own supposed "second economic renaissance."

The Italian economy has undergone a transformation in the last few years. The "second renaissance" tag was provided by the American press. The Italians themselves are responsible for the idea that their country has already overtaken Britain to become the fifth world power in terms of economic strength and is now swiftly pursuing France.

The real strength of the Italian position is now being calculated with a certain amount of pragmatism given the fears of an international recession, which would have immediate effects on an economy as vulnerable as Italy's.

The real question which the Italians must seek to answer is whether they are in the midst of a moment of grace or whether their obvious economic energy is just a lucky streak which sooner or later will be exhausted, leaving them with their familiar problems still to be solved, of which the most serious remains the gap between north and south.

One point is clear, and has been a constant in all the more responsible accounts of the state of the economy. Industrial production is following a stolid 3 per cent annual increase which in no way reflects a boom.

As Luigi Lucchini, chairman of the Confederation of Industry, told his fellow industrialists in his farewell speech last month: "In the last six years, industrial production has not grown: it was 100 in 1980 and 100 it remained at the end of 1986."

As far as overtaking Britain for the fifth position is concerned, Romano Prodi, chairman of Iri, the huge state holding company, has for months



Gianni Agnelli of Fiat: the face on the magazine covers

been pointing out that if Britain has been overtaken it is not because the Italians have gone forward but because the British have dropped back in the race.

Warnings are frequent about what is seen to be British weakness, particularly in recognizing the true nature of the British role. And so Raul Gardini, now chairman of Ferruzzi, the head of the biggest private group after Fiat, says that Britain may not yet have been overtaken by Italy, but will be shortly if the British do not concentrate to better effect on their place in Europe.

Nevertheless, the real question is not one of what the statistics say about the international placings. This sort of calculation is a reminder of Gore Vidal's early thriller about death in the ballet which saw the leading ballerina die while holding perfectly the fifth position.

There has been a fundamental change in the outlook of Italian industrialists which can be described as psychological or cultural more than a change in the immediate statistics.

To return once more to Signor Gardini, he states explicitly that one of the distinguishing features of the new form of capitalism now taking shape in Italy, which he sees as more sophisticated because more human than the Anglo-Saxon version, is that it is oriented towards the future and not just intended to make quick profits.

He believes that the failures of United States capitalism in Latin America — "where they are unable to

see beyond their noses" — underlines the need for a fresh approach to defining the nature of capitalism by Europeans.

He sees the Italian contribution to this debate as deriving from the consideration that real capitalism never existed in the past in Italy and so, now that it is arriving, can create something totally new as it does not have to follow historic models.

This idea that capitalism has finally appeared on the scene is put forward from many sides, in different forms. Gianni Agnelli, chairman of Fiat and for years Italy's model of what a capitalist should be, points out that the profit motive is no longer an unacceptable notion.

A matter of a few years ago, in a country which was formally one-third Catholic and a third Marxist, profit was not a word that could be bandied freely. Now, with the decline of ideologies of all kinds, the idea of profit has become respectable.

Carlo de Benedetti, the masterful chairman of Olivetti, one of the companies which has symbolized the Italian economic turn-around, sees a transformation of the capitalist system, and, in a recent speech to industrialists in Ravenna, took his own share of the credit.

"Those of you who have followed my constant efforts over the last decade to promote and accelerate, above all by practical measures, the process of transformation of a capitalist system which had been left behind, by developments in capitalism elsewhere in the world, know very well

how much I believed in the revival of Italian industry when practically no one was willing to bet on it."

This self-proclaimed knight of the new Italian capitalism goes on to explain: "The rediscovery of real business methods is something which goes far beyond the boundaries of individual companies. It is the culture of the country which has changed, reviving a desire for capitalism, for development which, in the dark years of the great inflation and of the great crisis, had been forgotten."

The state industries have played their role. As part of the industrial restructuring, Eni, the hydrocarbons group, and Iri, the state's holding company, have emerged from a long period of losses and uncertainty.

The habit of international collaboration has grown beyond the historic multinationals, led by Pirelli, because the advance of new technologies has inevitably brought the need for partners in Europe because of the impossibility of success for a company acting on its own.

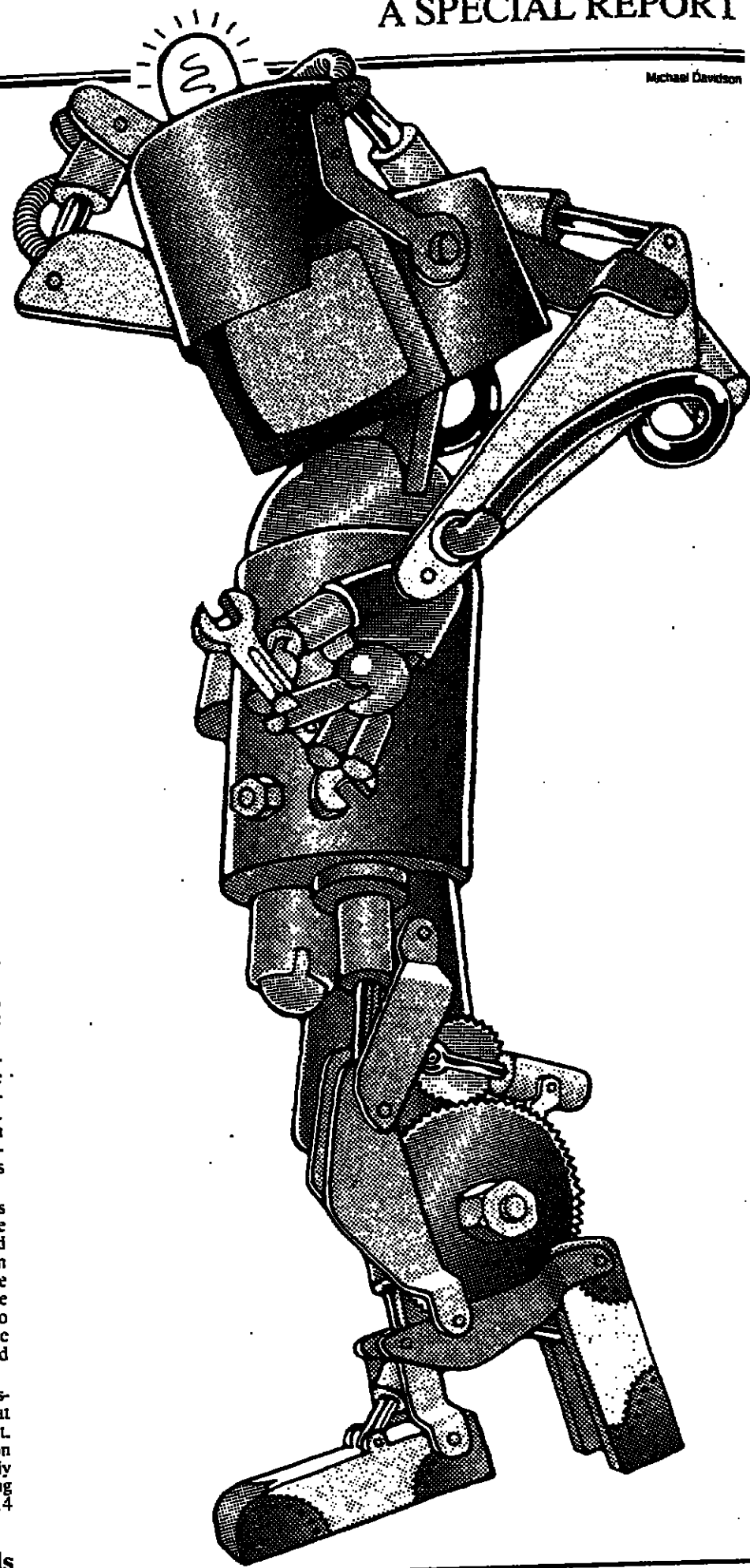
The great capitalists are now constantly on the covers of popular magazines. Gianni Agnelli always was but he has now been regularly joined by Signor Gardini and de Benedetti, Marisa Bellisario (managing director of the telecommunications group Italtel) and Romano Prodi, in what is certainly a sign of the changed public climate.

Technology has brought an unexpected dividend in the shape of the support it is providing to the traditional structure of Italian industry. The fragmentation of the economy in many small and medium-sized companies has always represented both its strength and weakness.

The point now reached, however, is not one simply of vitality and a change in outlook. Signor de Benedetti had already strongly made the point in public, which industrialists make freely in private, that they have engineered changes which can go no further until the politicians and the civil service follow industry's lead and become efficient.

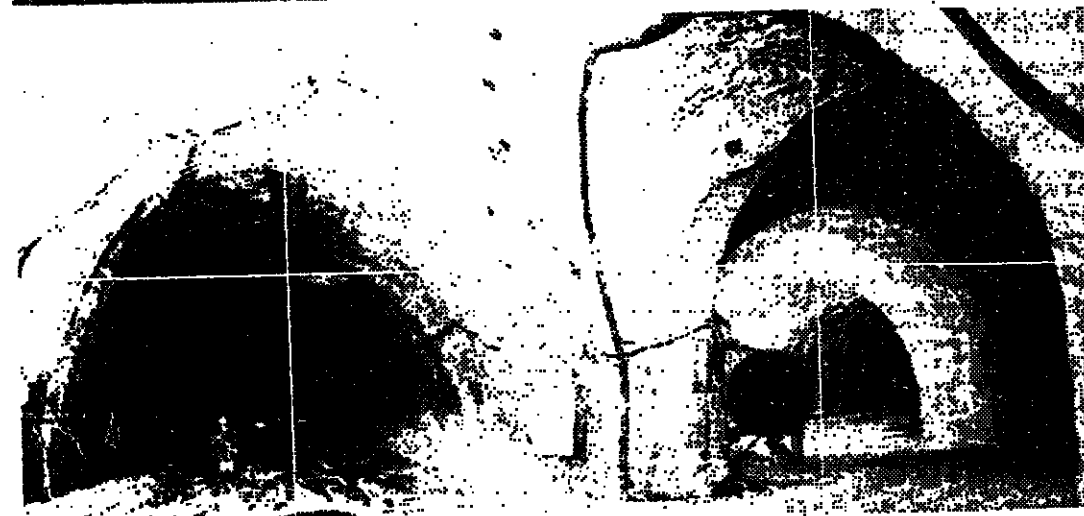
The fact that a partially transformed Italy will be represented at Venice by a transitory government, placed there after the latest coalition fell apart, is indicative and regrettably emblematic. And no one is foreseeing much change as a result of the June 14 election.

Peter Nichols



Giants stride Europe's industry page

THE ANSWER OF THE MAN KEEPING UP WITH THE TIMES.



Nuclear Physics Laboratory into the Gran Sasso Tunnel.



COSTRUZIONI GENERALI S.p.A.

Bastioni di Porta Nuova, 21 - 20121 Milano - Telefono: (02) 63.121

COGEFAR IS PRESENT IN THE FOLLOWING COUNTRIES:
ALGERIA • SAUDI ARABIA • ARGENTINA • AUSTRALIA • BOTSWANA • BURUNDI • CAMEROON • CHINA • ECUADOR • EGYPT • EL SALVADOR
FLI • FRANCE • GUATEMALA • HONDURAS • IRAN • ITALY • KENYA • LIBYA • MALAWI • MAURITIUS • NIGERIA • NEW ZEALAND
PAKISTAN • DOMINICAN REP • RWANDA • SENEGAL • SINGAPORE • SWITZERLAND • THAILAND • TANZANIA • URSS • ZAIRE • ZAMBIA

'Madame Butterfly' calls the tune

Would-be women managers in Italy are twice blessed by the success of Marisa Bellisario, the managing director and chief executive of Italtel, Italy's leading telecommunications manufacturer, because she has not only proved a remarkable top manager but is an excellent public relations performer with no signs of undue humility.

Signora Bellisario is just back from a visit to Japan, to which she was invited "as a top manager and a woman" to explain Italy and to help the Japanese prepare for the Venice summit of the seven most industrialized democracies.

"My story", she told journalists, "and that of Italtel are success stories. And so I am considered a personality symbolic of change in Italy, and as a woman more interesting perhaps than others."

She has recently published her autobiography, inevitably entitled *Donna e Top Manager*, using two languages, presumably to indicate the comparatively recent insertion of Italian companies fully in the world economic scene.

Certainly the big increase in international collaboration is one of the distinguishing features of Italian business under the new race of managers of which Marisa Bellisario is representative, even as a woman among them. She is unique.

She recounts in her book how many speeches she has listened to at international conferences which open with the words: "Marisa, gentlemen..."

Her achievements are certainly substantial and must be the dream of other girls who, like her, fell in love with computers before their studies were finished.

She took over Italtel after a formative period at Olivetti, at a moment in its history which she describes as dramatic.

"Thousands of persons, for the most part women engaged in the lowest working categories, were producing with a constantly declining efficiency, products already technologically out of date, which in part went unsold... at the end of 1980, with a turnover of lire 503,000 million, debts had amounted to lire 735,000 million.

"The factories continued to turn out, with obsolete methods and technologies, electro-mechanical switchboards unchanged for decades, which required a large labour force."

By 1986, Signora Bellisario had changed Italtel into a profitable concern. Her methods were to change from electro-mechanical to elec-



Marisa Bellisario: a remarkable woman at the very top

in her book, was the real head of the family.

"My father grumbled, but adored her. It was she who administered the family budget. She was severe and we were a little frightened of her, but she was, and remains, our reference point."

Signora Bellisario was not among the leaders of the feminist campaign in Italy, and says that she regrets this. But she was constructing her own career and demonstrating "that I could do what men were doing, and perhaps do so better than them".

She naturally became a member of the Prime Minister's commission aimed at charting the way towards equality between men and women.


The object of this commission was to look towards the future and work for it. "This is exactly what I like to do."

And this no doubt is one of the reasons why the Japanese were so interested in hearing what she had to say.

Madam Butterfly had something to say about Japanese women at the turn of the century, but Italian women have a great deal more to say to them now, about how to behave in the full development of the technological society.

Perhaps that's what she is, the "Madam Butterfly" of a technological Italy.

PN



ITAB GROUP LIMITED

A Licensed Deposit Taker under the Banking Act 1979.

A merchant banking initiative specialising in the following services:-

- Trade Finance
- Capital Markets
- Financial Consultancy
- Money Market and Foreign Exchange

Wholly owned by: Istituto Mobiliare Italiano, Banca Popolare di Milano, Cassa di Risparmio di Torino and Credito Romagnolo

Itab Group Limited - 20 Cannon Street London EC4
Telephone: 01-236 7464 - telex 886065 - fax: 01-248 0857

PAS BU



Giants astride Europe's industry stage

One was born into money, one married money, and the third has made money. Giovanni Agnelli of Fiat, Raul Gardini of Ferruzzi and Carlo de Benedetti of Olivetti head groups which are private, profit-making and among the most powerful in Italy.

All three have expanded during the stable years of government under the nominally socialist Bettino Craxi, and show no signs of resting on their laurels.

Fiat, the oldest of the three empires, is also Italy's biggest private company, with 228,450 on the payroll worldwide and consolidated turnover last year of lire 29,020 billion (£13,820 million). Just over half, lire 16,400 billion came from Fiat Auto, which made 1,526,000 cars and provides one in two on Italian roads.

This was before it took over the loss-ridden, state-owned Alfa Romeo, to keep it out of the clutches of Ford and join it with Lancia, which it had already rescued years ago.

Since 1979 Fiat has been organized in 15 operational subsidiaries, but the foundations for success were laid by the first Giovanni Agnelli, the chairman's grandfather.

The group benefited from supplying vehicles and armaments in the First World War, and continued to flourish under fascism. Among the milestones have been its construction of a car plant in the USSR in the 1960s, and the help given at a difficult moment by Colonel Ghaddafi's Libya in 1976 through the purchase of a 10 per cent shareholding.

Family control of Fiat has always been exercised through a holding company, Iri (Istituto Finanziario Industriale). Recently Signor Agnelli, aged 66, set up a partnership with members of



Car crazy: a tram edges through the busy streets of Milan, business capital of Italy; right, Carlo de Benedetti, chairman of Olivetti; far right, Raul Gardini, chairman of Ferruzzi



the family and two trusted managers to control Iri. This should ensure that, as grandchildren and cousins multiply, no outsider can buy their shares and step into the driving seat.

For years, Ravenna-based Ferruzzi, one of the biggest agro-industrial groups in the world, kept out of the public eye. Only now are group consolidated accounts being prepared, and such has been the pace of buying new companies that they may be incomplete by the time they appear.

The group farms more than 2½ million acres, most in the western hemisphere. In New Orleans it has built a plant to make ethanol additive for petrol from maize. In South America it has estates and plantations in Brazil, Argentina, Uruguay and Paraguay, as well as Brazil's biggest food company, Cica.

In Italy, Ferruzzi is prominent in sugar (with Beghin Say of France as well as Eridania), in agricultural oils, in soya cultivation (which it pioneered), in cement, in grain trading and shipping. Ferruzzi, after being rebuffed by the British government in its bid to buy British Sugar, took control of Italy's biggest chemical group, Montedison, and then bought the European operations of the US CPC (Corn Production Corporation) International.

The firm was built up as a grain-trading operation by Serafino Ferruzzi, a self-made man, killed in a private plane crash in 1979. Signor Gardini, who had been taken on in 1957 and married the boss's daughter, Ida, stepped into his shoes. The group is still controlled by the family shareholding, divided between Ida, her two sisters and brother Arturo.

Behind Signor Gardini's activity is a concept about the group's role. He foresees huge agricultural surpluses building up in the industrialized world. Why not use them — cereals, sugars, oilseeds — as raw

materials for industry, and reduce pollution and destruction wrought by chemicals and artificial substances?

Carlo de Benedetti is best known for his leadership since 1978 of Olivetti, which he pulled around from an ailing typewriter and office-equipment maker to a European pacemaker in informatics and computers with net profits in 1986 of lire 565.5 billion (£269 million). Olivetti, partly owned by AT & T of the US, numbers Triumph-Adler of West Germany and Acorn of Britain among the European subsidiaries.

But de Benedetti's Euro-

pean empire is much wider than electronics. He has turned around the Buitoni-Perugina food group from loss to profit. His interests extend from car components and sophisticated machinery to finance and insurance and publishing (including the recent purchase of a small holding in Pearson of Britain).

Born 53 years ago in a Piedmontese Jewish family, Signor de Benedetti gained experience with a small family firm making tubes, but soon branched off on his own, showing financial and entrepreneurial flair.

He acts quickly and sometimes, his critics maintain, impulsively. Setbacks can result — a managing directorship at Fiat lasted only three months in 1976, and the deputy chairmanship at Banco Ambrosiano under Roberto Calvi only two months in late 1981.

The de Benedetti empire is the most disparate of these private conglomerates.

John Earle

Robots keep the great love affair sparkling

The Italian love affair with the motor car is as passionate as ever, with a leap of 8.7 per cent in production for the first four months of this year, compared with 1.6 per cent in exports and an increase in exports of 50,000 vehicles by the Fiat-Lancia group.

In the Italian market, Fiat ended the first four months holding both first and second place in the list of most popular cars with its highly successful Uno and the resilient Panda.

With the purchase of the ailing Alfa-Romeo company from the state holding company, IRI, and the establishment of the new Alfa-Lancia company on January 1, the Fiat group nearly has a monopoly position as a producer in Italy.

And, luckily for lovers of Italian cars, this dominance coincides with a fortunate period of fertility in design, which means that Fiat is not, so far at least, tempted to rest on its monopolistic laurels.

The impetus provided by Fiat's emergence from what a little more than a decade ago looked like a deadly crisis is still powerful and is largely due to two fundamental decisions taken when the crisis was at its height: to diversify and to adopt the most advanced technology.

Diversification meant that the Fiat group is now only about 50 per cent concerned with making motor cars. For the rest, it includes companies involved in such genuinely diverse fields as the manufacture of semi-permeable mem-

branes for kidney machines, heavy earth-moving equipment, robotized mechanical assembly systems and diagnostic kits to determine the presence of HIV (Aids) antibodies.

More than half of the robots at work in Italy belong to the Fiat group. Of Fiat's 1,200 robots, 1,000 are used in the production of motor cars. By the end of this year, Fiat will have at least 350 more robots

and almost all of them will go to the motor-car division. Innovation is intended to bolster Fiat's future efforts. According to published figures on investments, for the five-year period from 1981 to 1985 more than \$3 billion was spent on technology, research and development out of a total investment budget of more than \$4.5 billion. From 1986 to 1990 Fiat plans to spend over \$8 billion in investment, of which \$3.5 billion will go on technology, research and development.

There is an awareness that Fiat has emerged from the crisis to become, in the words of Gianni Agnelli, the group's chairman, first "the ice-breaker of the Italian winter" and then Italy's most profitable private group. But Fiat must now face the task of maintaining the momentum. Within its own car factories, Fiat has handed over almost all spot-welding and painting to robots. Lasers are used in eight factories and the Termoli plant is regarded by Fiat as the world's most advanced motor-car factory.

Termoli was conceived from the beginning to produce the Fiat 1000 engine designed in 1985 to power new models, beginning with the Uno. The daily production rate now exceeds 2,100 a day, or one every 20 seconds. Every operation is controlled by computers. Computers take care of numerical-control machines, machining operations, automatic stores, supply sys-

tems, and component-finished product transfer, and above all, checks, inspections and control systems. In all, Termoli uses 103 computers to produce this innovative, low-consumption and "clean" engine.

The Cassino factory will soon be making a contribution to the more difficult process of automating final assembly. This will be when production begins of the Tipo Due, the model which will replace the 10-year-old Ritmo, or Strada, as it is known in the UK. The object here was to pass about 25 per cent of final assembly to the robots.

The reason this is the most difficult process is that much of the work of assembly, such as, for instance, fitting a seat into place, is complicated for a robot. Fiat engineers point out that they could, if necessary, provide a robot able to make an asparagus omelette, from the breaking of the eggs to turning off the gas. But the question would be whether the ingenuity could be considered worthwhile in terms of costs.

The advance to the 25 per cent figure of robotization has been brought about by the use of an assembly train that resembles a fish-bone.

The central spine remains intact but the smaller bones, which are formed by the cars in various stages of assembly, are periodically detached, removed temporarily from the main line while robots perform a process in the final assembly, and are then re-attached and once again detached for more attention from other robots.

All the robots used at Fiat come under the American definition of what constitutes a robot rather than the Japanese definition which allows the term "robotization" to be applied to what Fiat would regard as simply automation.

Fiat robots are described as highly capable at analysing and synthesizing immense quantities of information provided to them. They do so on the basis of the instructions given them, and at a very high speed. This is a long way from automatic stores, supply sys-

Doubts about the perfect motor-car marriage

Like every perfect marriage, the amalgamation of Alfa-Romeo, the most aggressive name in motor-car masculinity, with the softer charms of the comfortably elegant Lancia, was destined to bring its difficulties, writes Peter Nichols. Especially when the temperamentally assertive Alfa was proving a problem-child while the Ariadne-like Lancia had already reached fresh successes under its new owner.

Alfa-Romeo ceased to belong to the state from the start of the year and passed to Fiat, where Lancia already belonged. Fiat made its successful offer

against a bid by Ford to buy Alfa. The new partnership of two famous marques, created what is now Fiat's monopoly of the Italian motor-car industry (Fiat also has Ferrari), which came into effect on May 4 when management of the new luxury company, Alfa-Lancia, led by Vittorio Ghidella, came to terms with the unions on how Lancia's bridegroom would be treated.

The negotiation took three months to complete, and the current combined production of 400,000 cars will be increased to 600,000. The Alfa-Romeo models of the future will retain their own

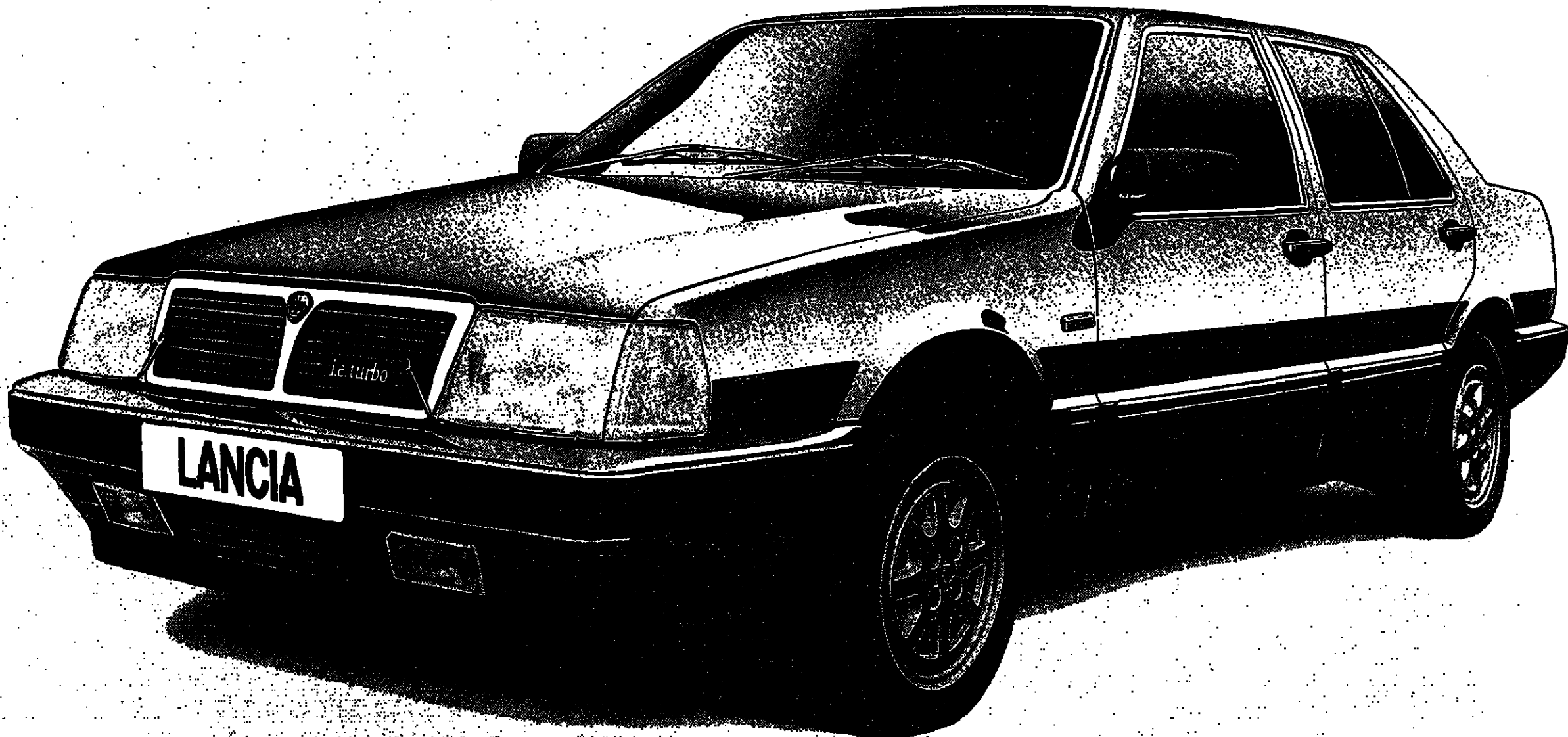
identity. But where possible, use will be made of the same components between, for instance, the successful Lancia Thema and the forthcoming Alfa 164.

That difference between the self-assertive character of the Alfa and the basic quality of Lancia, which allows one to enjoy in comfort its technological solutions, must continue to be self-evident.

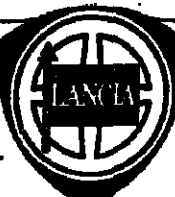
Otherwise, the marriage could risk sinking into a relationship of mediocrity. This would be a betrayal of two famous names in motorcar history now coupled together for the first time.

THE LANCIA THEMA RANGE FROM UNDER £12,000.

FOR THOSE WITH A PASSION FOR PERFORMANCE BUT A LOVE OF COMFORT.



To travel fast is human nature, especially in a car capable of 135 mph and 0-62 in 7.2 seconds. † To drive safely is nothing unusual, particularly when anti-lock braking is fitted as standard. † To want to live well is equally natural, especially if you've travelled far enough to appreciate the finer things in life. † Hence the Lancia Thema turbo LX is equipped with electric sunroof, alcantara upholstery, automatic heating system, electric windows and central locking.



THE POWER TO EXPRESS YOURSELF

All as standard. † Equipped too with a three year fully comprehensive unlimited mileage warranty and a full six year anti-corrosion warranty. † Indeed, we imagine that for some the Lancia Thema will be love at first sight. Particularly as prices for the range start at £11,995. † However, there's little doubt that during a test drive strong passions will be aroused. † To arrange a test drive, contact your nearest Lancia Dealer. Or write to Lancia Freepost.

† A Heron International Company. Lancia Freepost, 46-62 Galsbrook Road, Crawley, West Sussex RH11 2BR. Telephone 0293 618933. Prices, correct at time of going to press, exclude delivery and number plates. Performance figures for Thema turbo from manufacturers data. Full warranty details from Lancia.



Italian Post Office: from the series "Italian industry working for the world" issued in July 1986.

PORTRAIT OF A WORLD LEADER.



Not long ago the Italian government issued a unique postage stamp; instead of a famous face, the stamp shows a portrait of a machine. Computer wizards will recognise Olivetti's M24 Personal Computer. The stamp salutes the rise of Olivetti as a world power in office

automation and information technology. The ascent has been swift.

Fuelled by substantial levels of research, and the foresight to come up with the right product at the right time, Olivetti now leads Europe in personal computers and related systems. On a global scale, Olivetti and its technology partners provide tailor-made solutions for customers in more than 100

countries, worldwide.

Were you to travel to each of those countries you would find few technology companies that invest more in research than Olivetti.

You would find none that lavishes more attention on its customers.

olivetti

The awak

EA
OP

INVESTMENT

The awakening of a sleeping giant

How one man's vision of an industrial empire was born, almost lost and then revived

This autumn the state oil and engineering corporation Eni will commemorate the 25th anniversary of the death of its founder, Enrico Mattei, killed when a company plane crashed in bad weather near Milan on 27 October, 1962.

A Catholic resistance leader in the last stage of the war, Signor Mattei was more than a company chairman. He had a vision of Italy as a world industrial power, secure in its energy supplies through harmonious partnership with the oil producing countries.

After refusing in 1945 an order to economize by winding up the state oil company Agip, Signor Mattei persevered till Eni was established in 1953. He headed it, using sometimes questionable methods, to make it a force in Italy and on the world oil scene till his death.

Enrico Mattei earned the enmity of the international oil companies — the seven sisters as he called them — by breaking the convenient 50-50 arrangement, under which the foreign company with concessions in the Third World took all the decisions and half the profits, while the host country took the other half of profits but no decisions.

In 1956 he made deals with Iran and Egypt whereby concessions were run by 50-50 joint ventures with the host country, and profits were split 50-50 between the joint venture and the host country. In other words, the local people got 75 per cent of the profits and shared on decisions.

The spirit of Signor Mattei waned during the difficult years that followed, when the corporation was administered by managers more familiar with his methods than his ideals. It went through a period of frequent changes at the top, involvement in the shadier side of Italian politics, and allegations of corruption and scandal.

That, it is hoped, is now all passed. A strong financial

recovery has been brought about by the present chairman, Franco Reviglio, a 52-year-old Piedmontese economics professor who, though not a professional politician, was Minister of Finance from 1979 to 1981.

In 1983, when Signor Reviglio was appointed, group losses were lire 1,449.1 billion (£690 million at the current exchange).

They improved to a loss of lire 64.8 billion in 1984 then turned to a record profit of lire 822.2 billion (£392 million) in 1985, followed by a profit of lire 510 billion last year.

Agip, the hydrocarbons exploration and production subsidiary, similarly reported a 1985 profit of lire 1,089 billion (£518 million), down to lire 400 billion last year.

Events have thus shown that a state corporation can be rescued and brought back to profit despite international difficulties such as falls in the oil price and dollar. These were reflected in decreases in turnover for the Eni group and Agip respectively of 28 and 47.9 per cent last year.

The group now employs 129,300 people in Italy and abroad, active in oil and gas, chemicals and petrochemicals, engineering and plant contracting, mining and minerals, textiles and tourism.

Production of oil and gas is equivalent to 600,000 barrels a day, with reserves of 540.1 million toe (tonnes of oil equivalent). The group has

A \$30 billion investment

always been weak in oil and relatively strong in gas, whose production in Italy is set to rise from 13 billion cubic metres a year now to 16 billion in 1990.

Signor Mattei's dream has become reality, insofar as Italy is a leading industrial power.

Following the Mattei tradition, Signor Reviglio has a vision of Eni and Italy as a lynch pin between the industrialized north and the developing south of the Mediterranean.

At a speech in Istanbul last June, Signor Reviglio launched an ambitious idea



Hi-tech Italian style: a glamorous worker on the assembly line at the Olivetti factory at Ivrea, near Turin

whereby the industrialized countries would transfer a share of what they have saved from cheaper oil to joint ventures for development projects in countries of the south. He hoped that as much as \$30 billion might be mobilized for investment, coming from western European governments, multinational companies, banks and also south Mediterranean governments.

Since then Signor Reviglio has been lobbying leaders on both sides of the Mediterranean.

"I think the idea of direct investment is the winning card for tackling the Third World's problems in the next 20-30 years," Signor Reviglio said. "These joint ventures naturally require a political will which, I am sorry to say does not seem to exist in western leaderships."

"Resources must no longer be transferred, as in the past, through commercial bank credits and subsidies from industrialized countries, but through joint investment ventures. This," he added, alluding to Signor Mattei, "is the policy always followed by the Eni group, a forerunner in this field."

JE

Small is beautiful again

Information technology has now arrived to allow anarchy to function effectively. There is no longer a call for companies operating in similar fields to fuse or buy each other: technology means that individual companies can keep in close and immediate touch while retaining a certain autonomy.

To be small is no longer, in economic terms, unbeautiful and the spirit of individual enterprise can remain strong.

Surprisingly, one of the bodies most active in wedding high technology to traditional industries is Enea, the commission for nuclear and alternative energy resources.

The explanation is that Enea, under the chairmanship of Umberto Colombo, has moved out of the purely theoretical field and has become an adviser to industries seeking an application of high technology to help them solve their problems, which mainly concern the reduction in costs in order to remain competitive on world markets.

They are now being advised on how to bring to bear robots, lasers, micro-informatics and new materials on this problem

of costs. The best example is the application of technology to the historic, highly fragmented textile industries around the city of Prato.

This is a classic case because it sums up much of the nature of these traditional industries: there are 15,000 firms involved and the industry is still a thriving one but is increasingly threatened

Refurbishing the economy

by lower-priced products from other countries.

The solution began with plans for energy conservation and then advanced towards the use of various forms of high technology such as computer-aided design systems for fabrics and robots which could be taught to spin and card.

Similar projects are being formulated for the Mirano glassmakers, the Como silk industry, where bio-technologies will eventually have their role, chainmakers in Friuli and a far from limited number of traditional industries, which only now are gaining a new

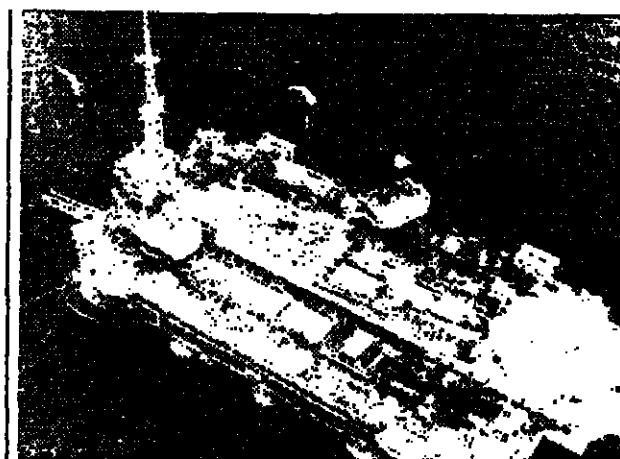
stimulus from the fact that their contribution to the economy is by no means a thing of the past or of industrial folklore.

It could be argued that the refurbishing of traditional industries has become a factor in guaranteeing the lasting value of the Italian economy's present favourable moment.

To take a case somewhere between the family firm and a giant — Pininfarina, the country's leading car designer, is still in family hands but has just passed through a process of transformation because of its contract for not only designing but also building the bodies for General Motors' Cadillac Allante, and airlifting the bodies from Turin to Detroit.

In this case the new technologies had only an indirect part in the project. But certainly Pininfarina will not be the same again after fulfilling this contract. It is more likely, however, that technology will in most cases aid smaller firms to continue their work more profitably within their traditional dimensions.

PN



Plumbing new depths: one of the new giant oil platforms

Pipeline profits

A lire 200 billion (£95 million) semi-submersible drilling rig under construction at Fincantieri's Genoa-Sestri yard bears witness to Saipem's faith in the future of the now depressed offshore oil market.

Starabeo Cingue, with accommodation for 100 men, is designed to drill down to 25,000ft in 2,700ft of water under harsh, sub-Arctic conditions. It is to be delivered in October 1988.

Saipem, one of the jewels in the state owned Eni group's crown, is an oil services and engineering company that gained international renown when it laid for Snamprogetti, another group associate, the Transmed methane pipeline between Tunisia and Sicily.

Besides forging a first tangible link between Europe and Africa, it established a world record by laying down to a water depth of 2,000ft. Eni capitalized on its success with a public offer of Saipem shares, though it has retained control with 63 per cent.

Last year the Saipem group reported consolidated net profit of lire 2.1 billion on revenues of lire 1,545.5 billion (£736 million). Both figures were 6 per cent up on the 1985 levels, despite the reduced level of drilling in the world and the slide in the dollar. But for the latter, results would have been better — it operates in 20 countries and 70 per cent of orders are in US dollars.

Saipem has three main areas of activity: drilling, with a fleet of eight rigs for the offshore side; engineering and construction at sea — it is working on the development of Vega oilfield off Sicily, about to go into production, and on the big Bouri field in

the Libyan offshore; and construction work for the oil and gas industry on land.

Although, as it said in a statement with last year's results, several foreign competitors registered downturns in their operations, Saipem reported increases in activity.

It laid 2,055 kilometres of pipe against 1,226 in 1985, notched up 305,558 metres in drilling wells against 278,985, and installed 83,500 tonnes of structures and equipment against 51,700.

At present, pipelines for oil gas or water are being laid in Iraq, Turkey, Algeria, Saudi Arabia, Austria, Italy, North Yemen, Nigeria and in the British and Indian offshore.

The Nigerian contract, in association with Snamprogetti, is for a 240-mile system to fuel the Egbin power plant near Lagos with gas from Warri in the Niger delta. It indicates how contractors are losing faith in the dollar, as payment is in Swiss francs, deutschmarks and Nigerian naira.

At the end of last year the company had an order book worth lire 1,500 billion. To counter the recession in its traditional market it is increasingly diversifying into public works and contracting, particularly in Italy, and has set up a civil engineering division for this purpose.

Among the contracts obtained in this sector is one to build a monorail urban transport line in Sydney, Australia.

At home, it is participating in a tender to cross the Straits of Messina between Sicily and the mainland not with a bridge but with a submerged floating tunnel.

JE

LEADERS IN ANY OPINION POLL.

A certain party has never been more popular. Indesit are whitewashing the opposition. And hanging them out to dry.

But then, we have continually delivered the goods. Washing machines and dishwashers, fridges and freezers, cookers and dryers.

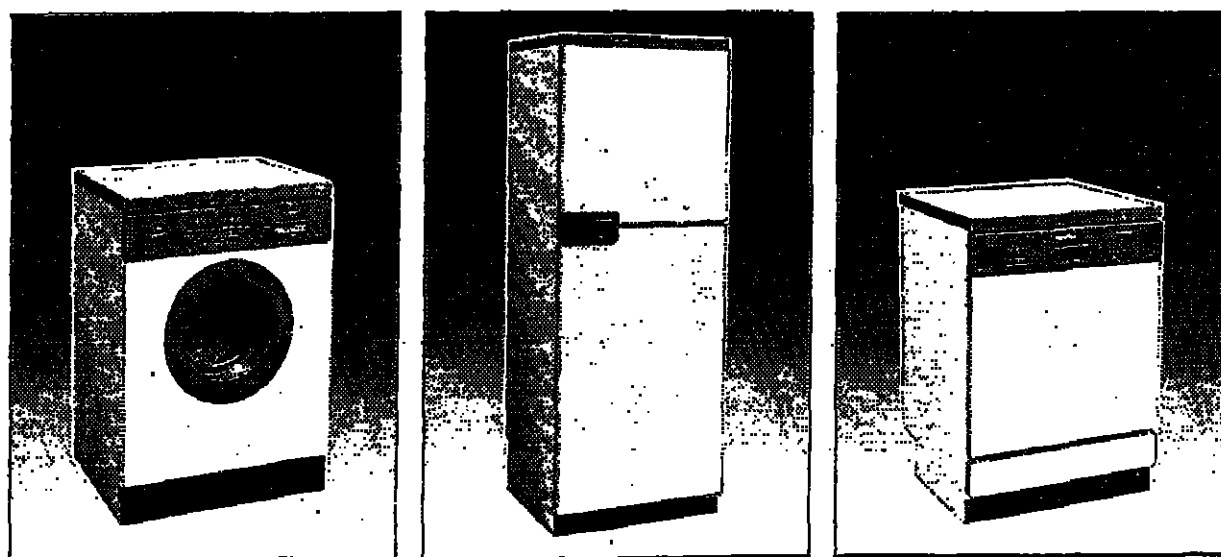
And, when you count the cost, you'll see Indesit make the pound in your pocket go further.

We have silenced the moaning minnies. Let our record speak for itself.

MASSIVE INVESTMENT with the technological development of our Italian factories. Indesit now have perhaps the most intensive quality control testing in Europe.

INCREASED PRODUCTIVITY has been the result of totally streamlining the production lines in Turin and Naples. (Sales are already up 11% on projected figures.)

2½ MILLION WORKING Indesit machines are in use throughout the UK alone. Reliability has always been an Indesit hallmark. Many



machines are still working after 25 years.

THE ALLIANCE with Procter & Gamble has helped develop machines such as the Indesit Omega. A washing machine that is way ahead of its rivals on features.

THE IMPROVED ECONOMY of Indesit machines is quite remarkable. Indesit continue to

offer highly advanced machines at very competitive prices. Feature for feature, Indesit are unbeatable.

THE INTRODUCTION OF NATIONAL SERVICE some years ago has meant we're one of the few domestic appliance manufacturers with our own service organisation. Indesit engineers are trained by Indesit and operate from service centres throughout Britain. The Indesit service network is second to none.

If you'd like to know more about Indesit's successful policies, ring our Campaign Organiser, on 0322 526933.



THE GENERATION OF INNOVATION

Indesit Limited, Indesit House, 20 Kenner Road, Crayford, Kent DA1 4QN

BEST PRODUCTS ☒ BEST VALUE ☒ BEST SERVICE ☒

ATA Univas

Wherever it is, we'll find it.

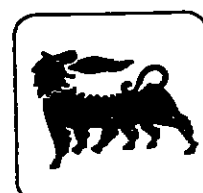
OIL. Wherever it is, we'll find it. Oil is the primary source of energy. It is the power that moves the world and will be so for many years to come.

But, it is necessary to be prepared to wrestle this treasure from the earth's most secret strongholds, using the latest continuously evolving technology, and to venture into hostile, inaccessible places.

Agip, Italy's national oil company, took up this challenge sixty years ago, probing into the origins of the earth, experimenting with new techniques, and devoting to these activities human and economic resources that are always up to the difficulties to be overcome.

Wherever the possibilities of finding oil exist, Agip is present with its spirit of initiative and decades of experience. The results achieved, alone or in cooperation with leading oil companies, in 30 countries, on 5 continents, make Agip a reliable operator in any oil activity.

Even where no-one has ever reached.



Agip
Eni Group.

Deep thinking. Top results.

Arms firms
aim for
new targets

h-tech wo

FOCUS

ITALIAN ENGINEERING AND TECHNOLOGY

Arms firms aim for new targets

For years, one of the silent strengths of Italian trade has been the little-publicized armaments industry. Italy rated among the top five exporters in the world until last year, when a slump in orders from the usually fertile Middle East market, the surge in Chinese arms sales to Iran and a decline in naval military orders, an Italian speciality, all served to relegate Italy to seventh place.

Nonetheless, Italian producers of military hardware are quickly learning to move their sights to different markets. Since the boom year of 1982 when sales of major weapon systems abroad earned Italy £349 million, there has been a steady decline to last year's £196 million.

Now the Middle East market has partially dried up through lack of funds since the drop in oil prices, and Italy's growing political sensitivity in refusing major arms deals with Libya, Syria and Iran.

Emblematic of the rise and fall of the Italian arms trade in the Middle East is the fate of the largest Italian order in recent years — in 1981 the Iraqi government ordered a fleet of 11 battleships, four Lupo-class frigates, six Wadi-class corvettes and one Stromboli-class support ship from the state-run Fincantieri ship

yards of La Spezia to be mounted with several Oto Melara missile systems.

The £1.1 billion contract was blocked after the delivery of the Stromboli support ship, as the Gulf war enveloped the Iraqi coast to the point that Iraq now has no port left to dock its Italian-made navy.

"The future of the Italian arms business lies in collaboration deals and smaller projects," says Attilio di Giovanni of the external relations department of Oto Melara. Italy's big manufacturer of land, sea and air missile systems and armoured vehicles. "The costs of development are prohibitive for single companies to undertake."

Like other Italian and indeed European military-arms producers, Oto Melara is pin-pointing markets within the Nato sphere and lowering its sights to smaller but produc-

ive sales, such as powerful anti-aircraft missile systems that can be fired from tanks. Successful sale items over the last few years include a VCC transport vehicle, produced with Fiat — 200 of them were delivered to Saudi Arabia between 1982 and 1985 and the BCI tanks, also produced in conjunction with Fiat, for the Italian army.

The latest Oto Melara development is a new anti-aircraft gun for tank convoy defence, the Otomatic 76 which will be on show at the next Paris exhibition.

"International cooperation is now a compulsory step for European arms producers and particularly for Italy which does not produce a wide range of major weapon systems," says Aaron Karp who monitors conventional arms sales for the Stockholm Peace Research Institute.

Italy's major ventures in this direction are a 10 per cent share in the Anglo-German-Italian Tornado fighter plane, an offer to Saudi Arabia, Oman and Turkey.

Aeritalia, one of the Italian participants in the project, the aircraft manufacturing company which belongs to the state-holding group, Iri Finmeccanica, alone aspires to a £65 million share in the eventual Saudi order of 72 Tornados. At present the Tornado is on show, with an Italian crew, in Turkey.

Another new and important multinational venture for Italy is the Tonal, a fighter helicopter produced by a jointly owned company partly British (Westland), Dutch (Fokker), Spanish (Cesa) and Italian (Agusta). The Tonal is a further development of the Agusta A129 fighter helicopter and will be produced in various versions suitable for reconnaissance, air combat or anti-tank attack.

Radar and missile systems are the speciality of Selenia, which concluded a contract with Thailand's armed forces this year for an aircraft-defence system. The contract, which includes Aspide missiles, is worth about £24 million and is the first sale abroad of the Italian air force's Padsa missile system.

The military sea transport market is the aspiration of the Sicilian Rodriguez group, manufacturer of hydrofoils. Based in Messina, the group pioneered the use of hydro-



Technology for defence: the white heat of optical fibres, and below, control system research for missiles at the Selenia factory near Rome



foils for civilian and military transport, using Germany's wartime chief naval engineer Frederick Lobay, to develop its first model.

Rodriguez has already sold military hydrofoils to the Indonesian navy. It also produces military motorboats, coast-guard vessels and patrol boats. The group is soon to enter the Milan stock market, the first southern Italian company to do so.

Perhaps most interesting though not the biggest, Italian success in the arms trade is the sale to the US army of over 300,000 Beretta 92F calibre 9 pistols for \$36.4 million, although the sale is still contested by US Congress lobby for the American Colt Company, the contract appears to be safely in Italy's hands.

Janet Stobart

Major sales drive for two-way helicopters

In a sense, Agusta's "convertiplane" project, due to be ready in the year 2000, is symbolic of the point reached in this company's development, and that of Italy's other current exploits into the space and aviation sectors, writes Peter Nichols.

The Agusta project is an aircraft with tilt rotors capable, with its rotors in a vertical position, of taking off and landing like a helicopter in the minimum of space. And with its rotors in a horizontal position, it will fly like a normal aircraft.

Its most stimulating feature is that it will require for its fullest use the help of architects and town planners who will have to see that cities are ready to receive it.

The aircraft will allow passengers to travel between neighbouring city centres or connect cities with international airports.

The state-owned Agusta group can trace its history back to the beginnings of aviation in Italy, much as Alfa-Romeo, Lancia and Fiat emerged at the beginning of the motor-car era. Its recent history has been commendable in design but debt-ridden.

Last year it made its first profit after a period of deep uncertainty and now, with greater confidence deriving from success and more compelling management, it is showing greater flexibility and initiative in more than one direction.

One of the latest statements from the company announced the sale of helicopters to Japan which is considered the most difficult export market of all, with the possible exception of the US, where it has already

sold 90 of its 109 helicopters. This again amounted to a series of sales boosters because Agusta's earlier helicopter activities were based almost entirely on building Boeing, Sikorsky and Bell models under licence.

Selenia, the group which includes the state's most ambitious efforts in space and aviation electronics, is similarly experiencing an export effort and increased international cooperation marked by a growing confidence. The domestic market is too small to provide profits, so the group's success has had to depend on exports.

More than half of its current

Selenia Spazio is the only company in the country devoted entirely to space projects

production goes abroad. The group's air-traffic-control systems are used in 33 countries, including the US, and 126 postal centres in America use Selenia's address-reading systems. It claims to be among the world's two or three leaders in the study of artificial intelligence, both in its use industrially and in military systems.

Selenia Spazio, one of the group's members, is the only company in Italy devoted entirely to space projects.

One of the group's most striking recent international agreements is the project for collaboration with Marconi Radar Systems in Britain and Thomson CSF in France on a development programme

aimed at providing a new generation multi-function phased-array radar to meet the needs of their respective navies and for use in the Nato frigate replacement programme for the 1990s.

This system is seen to represent the challenge of the European electronic industry in the field of advanced defence equipment.

The activities of the group cover seven fields: defence systems, large civil systems, factory automation, space and telecommunications, process control and biomedical products. But international cooperation brings its drawbacks.

According to Raffello Teti, Agusta's chairman, the partnerships seed up cost by about 30 per cent but offer the advantage to be derived from sharing technological information, which is an inevitable part of collaboration.

Signor Teti adds that the advances made in the last few years by Agusta have increased the difficulties of cooperation with American companies, which lately have seen Agusta as a rival rather than a purchaser of US licences.

Another disadvantage arises when a partner decides to pull out of the agreement. This is what is happening with the threat of British withdrawal from the consortium of companies from France, Germany, Holland as well as Italy to build the NH-90 military helicopter.

Signor Teti is trying to prevent UK withdrawal by offering a reduced British participation but more work for Westland if the British decide to use Agusta's Mangusta anti-tank helicopter.

Lowering sights to smaller sales

yards of La Spezia to be mounted with several Oto Melara missile systems.

The £1.1 billion contract was blocked after the delivery of the Stromboli support ship, as the Gulf war enveloped the Iraqi coast to the point that Iraq now has no port left to dock its Italian-made navy.

"The future of the Italian arms business lies in collaboration deals and smaller projects," says Attilio di Giovanni of the external relations department of Oto Melara. Italy's big manufacturer of land, sea and air missile systems and armoured vehicles. "The costs of development are prohibitive for single companies to undertake."

Like other Italian and indeed European military-arms producers, Oto Melara is pin-pointing markets within the Nato sphere and lowering its sights to smaller but produc-

High-tech wonders

Italy comes below the average in comparisons of how much is spent in the industrialized world on high-technology research and development, but major companies are often well-ahead in their own fields. Examples, in their different ways, are provided by the state-owned Ansaldo and in the private sector by Pirelli.

Ansaldo, a leading maker of superconducting magnets, sees immense possibilities in the breakthrough now on the horizon for the whole superconductor sector. If the practical applications are mostly for the future, Pirelli on the other hand is beginning to reap the benefits from a sector in which it is strong: optical fibres.

Sergio Barabeschi, Ansaldo's deputy director in charge of R & D, says the scientific community is very excited over superconductor research made in recent months — and still going on — in Europe, the US and Japan. It will, he thinks, reshape the way electricity is produced. Ansaldo intends to remain in the lead. The breakthrough, according to Signor Barabeschi, began at an IBM research laboratory in Switzerland. For years it has been known that if certain materials could be cooled to near absolute zero — minus 459 Fahrenheit, when all movement in atoms ceases — they become superconductive, offering no resistance to electricity.

However, to approach anywhere near that temperature, it was necessary to cool with liquid helium, too expensive for industrial use. Signor Barabeschi speaks in terms of the Kelvin scale used by scientists. Zero Kelvin is the absolute zero, and till recently it was possible to get down to about three to five Kelvin. But the Swiss discovery, that achieved superconductivity at 30 Kelvin, set off a chain reaction among researchers, until a laboratory in Houston, Texas, came up in February with a stable compound superconductive at 98 Kelvin (minus 284 Fahrenheit).

These discoveries are being made by experimenting with compounds mixing varieties of rare oxides. The advantage is that they can be cooled to this temperature range, using liquid nitrogen, which is much cheaper. Among possible practical applications, Signor Barabeschi cites levitating trains — as fast as aeroplanes, suspended in the air by a magnetic field — or the long-distance transmission of electricity, say between Italy and Britain, without power losses due to resistance. Superconductors may bring super-fast, enormously powerful desk computers or a new

generation of medical scanners giving much sharper images of the body. For the scientists, superconducting magnets may "bottle" plasma at sun temperature and provide a key to nuclear fusion. For the military, the capability of enemy missile detection devices may be enhanced for the "Star Wars" programme in outer space, where the temperature is already cool enough.

Ansaldo describes itself as the leading European industrial company supplying large magnets for fusion experiments and physics research. Working in close collaboration with the Italian National Institute of Nuclear Physics, it has provided superconducting magnets to research bodies in Switzerland, France and West Germany.

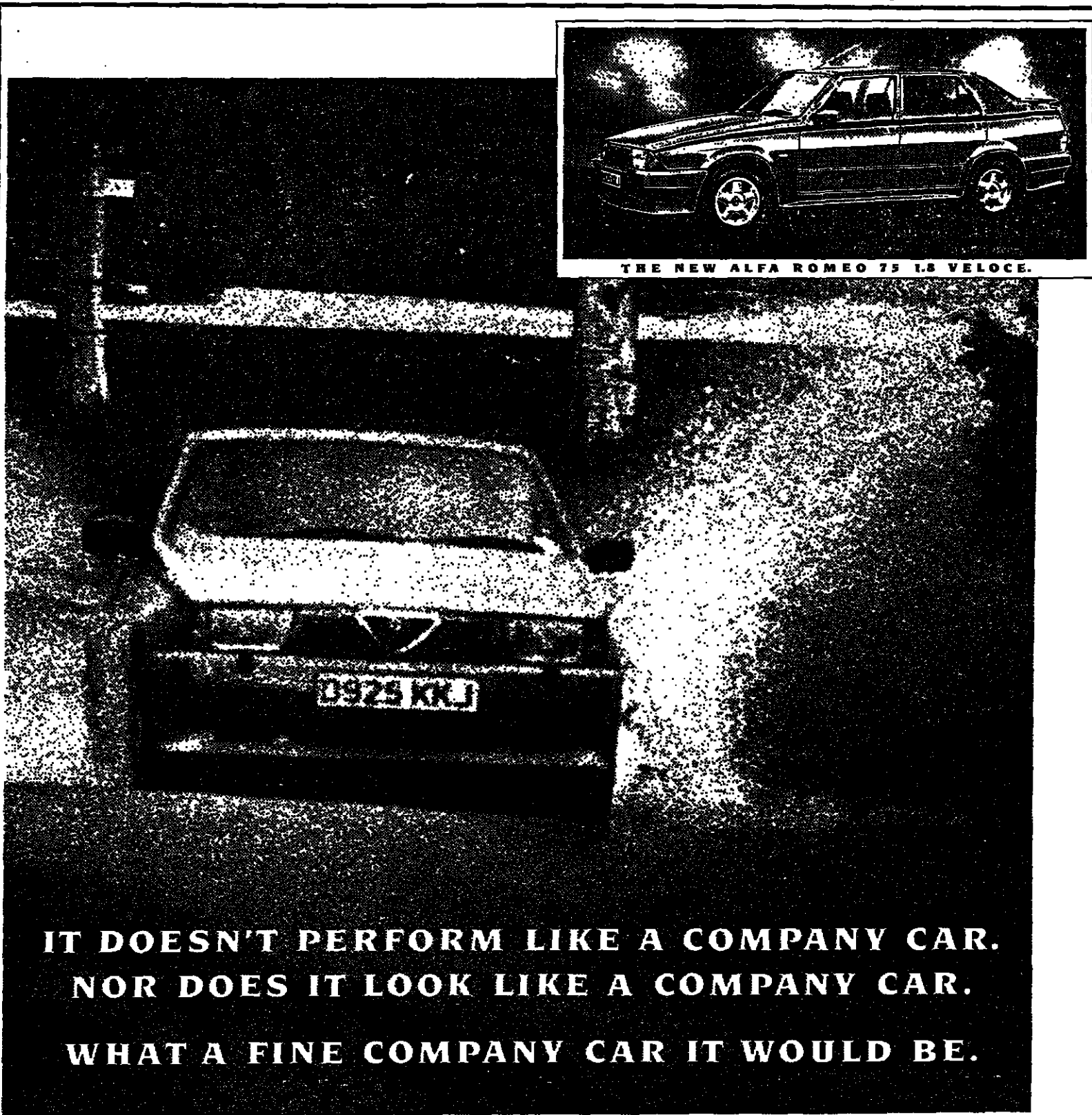
Ansaldo has also told the US government that it would like to supply some magnets for its big SSC (superconducting super collider) project. For telecommunications,

Pirelli uses temperatures above 1700 deg. C to melt glass for optical fibres

The fibres are banded together, with suitable protection, into an optical cable. Signor Maschio estimates the total world market last year as two million fibre kilometres, of which the US alone accounted for 1.2 million. The other main areas are western Europe and Japan.

Pirelli has production and research facilities in all these except Japan. It was late in the US, where it opened an optical-cables factory last year. In Europe the firm has plants in Italy, Britain, France and Spain.

An interesting new frontier is that of submarine optical cables. The Italian mainland was linked with Sicily last year, and is being linked this year with Elba and Sardinia. Signor Maschio sees exciting prospects, particularly in the Mediterranean. JE



IT DOESN'T PERFORM LIKE A COMPANY CAR.
NOR DOES IT LOOK LIKE A COMPANY CAR.
WHAT A FINE COMPANY CAR IT WOULD BE.

Thanks to our new Contract Hire scheme, an Alfa Romeo 75 1.8 could be on your company's books.

A car with race-bred performance, handling and brakes. And equally fast looks.

Its 120bhp twin cam engine takes it to 60 mph in a business-like 9.1 seconds. While 5 close-ratio gears can help whisk it on to 121mph.* All for just £261 a month.*

The price covers everything except fuel and insurance but does include a coat hook behind the driver's seat. Send off the coupon below and we'll send you more Contract Hire details.

It'll make your business more fleet.



Comparative Monthly Contract Hire Rates.	
Alfa Romeo 75 1.8	£261
Ford Sierra 2.0i GLS	£293
BMW 316	£287
Vauxhall Cavalier 2.0i 110	£254

Send to Alfa Romeo (GB) Limited, FREEPOST, PO Box 5, Dover CT17 0HP (No stamp required.) Or call 0800 521 300, free of charge. Please send me more details of Alfa Romeo Contract Hire Please send me details of the Alfa Romeo 75 range

Name _____ Company and Address _____

Post Code _____ Tel _____

*Manufacturer's figures. *Subject to Alfa Romeo Contract Hire conditions. Price, correct at time of going to press, is based on a 15,000 mile p.a., 3 year full service contract. Car featured shows optional alloy wheels. Alfa Romeo 75 1.8 £9,799, and Veloce £10,579. Alfa Romeo 75 2.5 V6 Cloverleaf, £12,799 and Veloce £13,579. Prices include VAT and Car Tax but exclude delivery and number plates

A cleaner sweep in the kitchen

Washing machines top the production list of Italian domestic goods despite a slow-down in manufacture

Since Italy's industrial boom of the early 1960s, the Italian washing machine has become almost a symbol of Italy's material progress, until a few years ago that is, when the white goods market reached saturation point where it has stayed ever since.

Despite the rather flooded situation of the market, Italy still produced 13 million household appliances in 1985, confirming her position as the second biggest world producer of white goods after the US.

Italy's main markets are within the EEC particularly in Germany, France, Scandinavia with some room for expansion in the UK.

At the end of 1985 Italian production had declined by 3 per cent over the previous year - the main products to suffer were freezers, refrigerators, gas cookers, ventilators, electric water heaters, floor polishers and irons. The goods which still hold their own in both the national and export markets are washing machines and dishwashers.

"Not only must we find new markets but also the industry is at the stage where it must take a technical leap forward. The market is ir-substitution with technological improvements," says Aldo Zana, commercial director of the Merloni group, one of Italy's leading white goods producers.

Holding a 15 per cent quota in the Italian market and 5 per cent of the European market, Merloni's Ariston brand washing machines and dishwashers are being pushed in that direction.

Electronic improvements mean that the new Margherita washing machine is quicker, quieter and consumes less detergent and less energy and is coupled with a tumble drier - the latter a late arrival on

the scene of Italian household appliances. And the next Ariston dishwasher will give a similar performance, taking 20 minutes instead of 40 to washing up.

Despite the critical household machinery situation, Merloni closed 1986 with a £238 million turnover, followed by an 18 per cent increase in production in the first four months of this year.

The slump in the sales of kitchen equipment, especially cookers, means manufacturers are now concentrating on the development of microwave ovens. First on the Italian market are Candy and Merloni.

Candy, one of the best known names in Italian washing machines, now covers 13.5 per cent of the Italian white goods market and was first on the Italian market with a microwave oven to compete with the Oriental models now flooding Europe.

Another giant on the white

With a work force of 1,800, Indesit sold 700,000 items in 1986 and is aiming at 860,000 this year, among them the new colored *Mixi* washing machine designed by the fashion moguls, Missoni. Here again, research is under way in the washing machine department and in microwave ovens which Indesit plans to produce in the near future.

Waiting in the wings with an offer to take the company over is the expanding Merloni group. Meanwhile one of Indesit group's more audacious ventures is a recently concluded contract between Indesit Engineering Spa and the Chinese government for the supply of machinery, equipment and technology for two factories which will produce electric motors and hermetic compressors for refrigerators to the value of \$5.1 million.

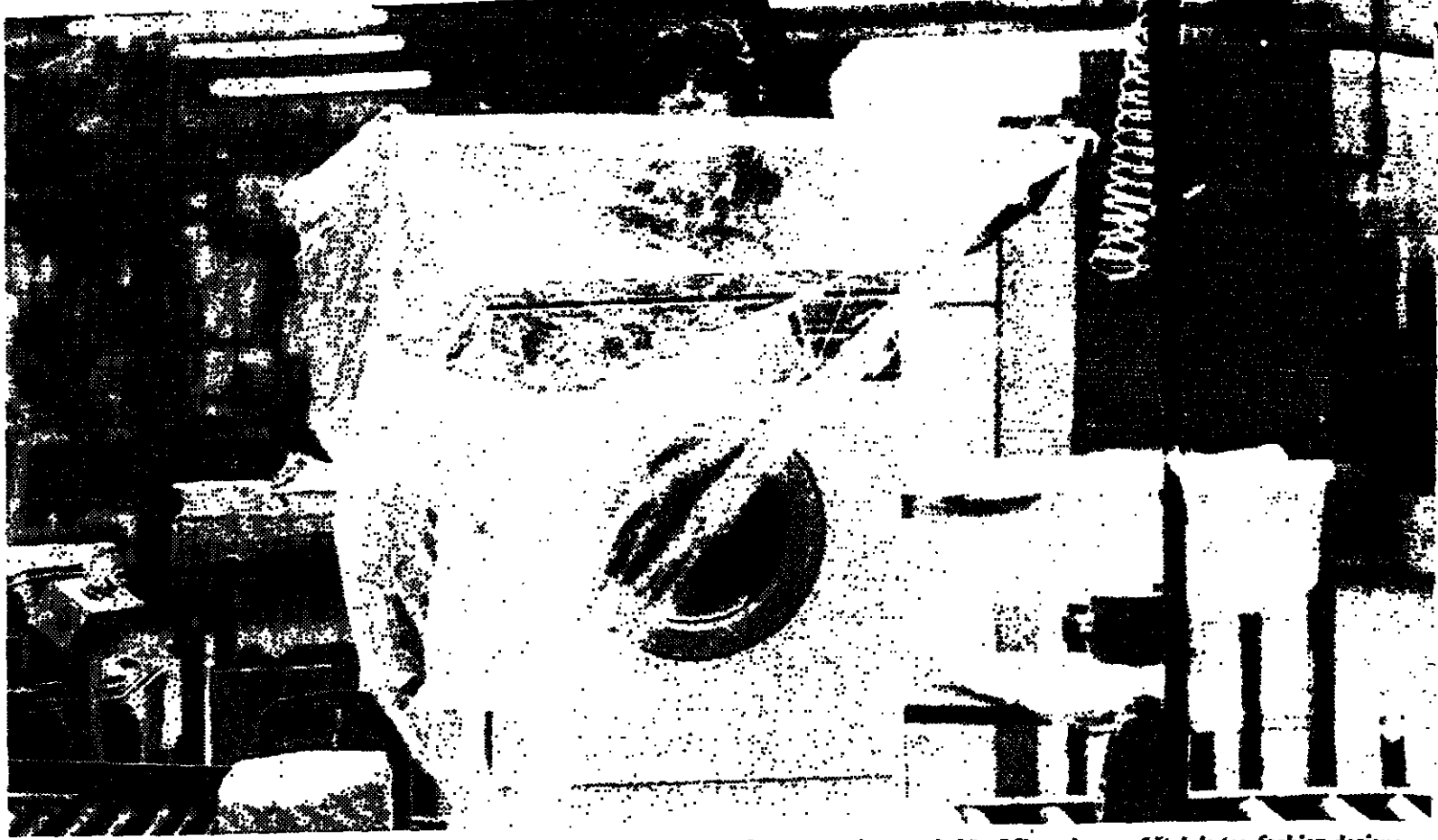
An item fast becoming part of the Italian household is the home computer. July 1986 saw the birth of the small but dynamic company Olivetti Prodest, a member of the Olivetti group dedicated to the production of the PC128 and PC128s home computers.

"Our aim is to tell people that there is a new household appliance and so far the results are sensational," says Sergio Messa, the enthusiastic managing director of Olivetti Prodest. Sales, which began last October, to date are 60,000 with record sales over the Christmas period reaching 3,000 a day.

Using Olivetti's international connections, the computers are produced in conjunction with the Acorn computer company in Cambridge which turns out the PC128s which sells at just under £484, and with the French Thomson group which produces the "first approach" home computer, the PC128 selling at about £181.

Research is already going on to perfect a more sophisticated model and although the new household items are at present sold only in Italy, Olivetti plans to launch them on the international market in the near future.

JS



Whiter than white in Turin: this washing machine, produced at the Indesit factory has been styled by Missoni, one of Italy's top fashion designers

The genius who works under a mountain

Super highways have been an Italian strength since Roman times, but a new dimension to road-building skills comes with the addition of the world's largest underground physics laboratory to the new highway under the Gran Sasso mountain.

The project's creator was Professor Antonino Zichichi, one of Italy's leading physicists and a champion of the need to remove barriers to the spread of scientific knowledge.

The Sicilian-born professor says the idea of the laboratory came to him in a plane while reading a newspaper article attacking the projected mountain highway. He promptly sent one of his colleagues to the site, in the Abruzzo region, to assess the prospects and, in particular, to measure the range of minimum cosmic ray penetration inside the tunnel.

It was found that there was one kilometre of tunnel in which this penetration was constant. And so they decided on the next step of calculating the radioactivity. "I could not believe my eyes," says the professor. "It was 10 times below standard."

This was the first of the unique features to add to the singular size of

the laboratory: the nature of the rock gives it a particularly low level of radioactivity.

Its second quality is that it is genuinely "a place of cosmic silence". The shield provided above it by the mountain is exactly the right size and consistency. There is just sufficient penetration of cosmic rays to give scientists the possibility of checking that their instruments are working.

The third great quality of the finished laboratory is that it is totally unlike any other underground centre in the technological level of the instruments it contains. This makes possible research in cosmic physics, on the stability of matter and on what is known as "big bang" physics - a study of what remains to be examined of the phenomenon which brought about the birth of the universe an estimated 15 billion years ago.

Professor Zichichi says that no other underground laboratory was ever planned on a scale sufficient to accommodate the large and powerful instruments found only in advanced centres such as the European Centre for Nuclear Research at Geneva where he leads a research group.



Removing the element of secrecy: Professor Antonino Zichichi

His other projects have in common the imaginative intellectual quality which helped him to persuade the Italian authorities to provide him with his Gran Sasso laboratory.

Above Professor Zichichi's birthplace of Trapani is the beautifully preserved town of Erice which he has transformed into an international centre for scientific studies.

The most widely known of the centre's activities is the annual conference on the peaceful use of nuclear science, which has tended to revolve lately around the "star wars" project, but less publicized seminars continue throughout the year dedicated to a wide range of scientific research to meteorology and biological sciences.

Professor Zichichi holds a chair in higher physics at Bologna University which this year celebrates its 900th birthday, which make it continental Europe's oldest university. He is also chairman of the Italian government commission studying nuclear risks, a post he took over after Chernobyl.

The effects of the disaster added a new perspective to the potential interest of the Gran Sasso laboratory: studies of radioactive substances, even their effect on humans, could be conducted there without endangering the environment.

The professor is also chairman of the Galileo Galilei Foundation, an appropriate post for a scientist whose life is made over to the dual task of removing the element of secrecy from scientific studies, and of encouraging scientists to take the public into their confidence.

PN

A bank on the move

BANCA NAZIONALE DEL LAVORO

BANCA NAZIONALE DEL LAVORO

LONDON BRANCH
22/35 CORNHILL, LONDON EC 3V 3OD
TEL.: 01-6234222 - TELEX: 888094

Old paintings, frescos, statues, violins . . . saved by new tech

Italian industry has joined the fight to preserve world art treasures with new technology and sponsorship, writes JANET STOBART

In few areas is the marriage of art and science more evident than in the research into art restoration going on in Italy. From diagnosis of methods of restoration through to the re-exposition and maintenance of a restored work of art, Italian restorers and technicians by dint of practice and ingenuity, are probably world leaders in their craft.

Trial and error methods of a hundred years ago have been replaced by highly developed technology and precision instruments sponsored by some of Italy's leading industries.

Where frescos were simply washed or stripped off the wall, the latter method is now only used as a final resort and there is careful analysis of both the surface and underlying *arriccio*, or rough base beneath the plasterwork on which the fresco is painted, before methods of restoration are decided.

Computers are now an essential part of art restoration as are laser beams, telecameras, microscopes and humidifiers. "We consider it our social duty to help restore Italy's art heritage," says Sergio Pietrobelli who directs Alitalia's image advertising and chooses its art sponsor programmes.

The company has sponsored art shows since the early 1960s but following the drastic floods in Florence and Venice of 1966, which shocked Italians into realizing the need to both restore and preserve the country's art treasures, Alitalia, along with other big companies, has contributed to the restoration and upkeep of much of Italy's known and unknown artistic patrimony.

Using native flair for imaginative engineering, Alitalia technicians now collaborate with Italian art restorers on analysis projects. "We deal

Science comes to the aid of art



Emperor Marcus Aurelius: science may save this equestrian statue from the final ravages of pollution

with maintenance and repair of the metal of our aircraft with highly tuned instruments to analyze the metal fatigue and fractures, so we began to apply similar methods to metal works of art," explains Signor Pietrobelli.

Thus the endoscopic or bore-scope, a fiberoptic viewing instrument used to illuminate and inspect aircraft metal from the inside, has been used to study the interior of the two Greek bronzes found in the late 1970s near Riace off the Calabria coast, also the equestrian statue of the Consul Marcus Aurelius which stood in the middle of Rome's Capitoline hill and is now under lengthy restoration.

The most delicate operation was perhaps the endoscopic study of a 17th-century violin made by the famed Guarneri del Gesu and played by Paganini, which revealed that all

was still well with the instrument.

Olivetti uses its speciality, the computer, to study layers on paintings and frescos. Pioneers in the use of infra-red reflectography which reveals the various stages of a painting or fresco, Olivetti has used this method with success on works such as the *Madonna and Child* by Titian, in the Venice Academy, and a study drawing by Leonardo da Vinci of Saint Anne and the *Madonna and Child*.

Olivetti's approach to art restoration is managed by the corporate image department in Milan under the directorship of Paolo Viti, Pasquale Alfieri and Mauro Broggi. The annual budget is 3 per cent of the company's turnover.

Present projects include the cleaning of the badly damaged *Last Supper* of Leonardo da Vinci in Milan, and the

Branacci Chapel of Santa Maria del Carmine in Florence.

A similar interest in the arts is taken by Montedison, the state chemical group which has, since 1983, formed a body of experts under the title Montedison Progetto Cultura which carries out research, seminars and studies on humanistic and science projects.

One of Montedison's latest offerings to the art world is the chemical perfluorurate fluid Formblin Y, used for cleaning stonework, giving a protective layer against pollution, such as exhaust fumes or acid rain, yet allowing the stonework to "breathe" or exude any humidity beneath the surface.

Montedison's analytical instruments include electron microscopes, the auger spectroscope or XPS analysis, forms of surface spectroscopy which X-ray or electron beams which help determine the nature of contamination as well as the chemical composition of the art work.

The latter method was used in restoring the 15th-century doors of the Florence Baptistery by Lorenzo Ghiberti, and the bronze group statue by Donatello in Florence of Judith and Holophernes.

The big industries' art restoration programmes still use a minimal part of company turnover - some £1.5 million for Alitalia and Olivetti in 1986, while Montedison allocates some \$1.6 million a year to studies, research and seminars of the Progetto Cultura Program.

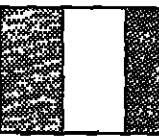



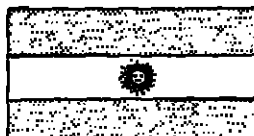










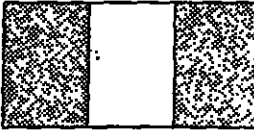


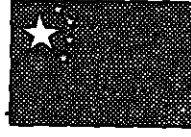
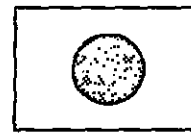










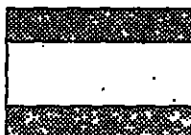
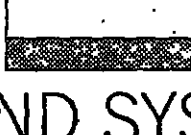




The big spender, however, is Fiat which has entered the sponsorship world in a big way over recent years, with a Futuris art show in Venice last year followed by this year's exhibition dedicated to the eccentric 16th-century portraits of Hapsburgian court painter Arcimboldo.

The major, but less publicized part of these projects was that both were housed in the magnificent 18th-century Palazzo Grassi which Fiat restored with a £19.3 million project.



The Last Supper: Leonardo da Vinci's masterpiece in Milan, which was badly damaged during the Second World War, is now receiving a high-tech clean-up sponsored by the Olivetti company

ST YEAR WE B
 INSTRUCTION I
 OFFICIAL CARD
 MAKERS, 60
 ACTORS, 93,0
 VICLES, 258,0
 SEL ENGINES,
 TERIES, 4 MI
 MPRESSORS A
 GS - AS WELL
 YOU THOUGH

CARS / VANS / TRUCKS  BUSES / TRACTORS / CRAWLER TRACTORS / COMBINES
 GRAPE HARVESTERS  4-WHEEL DRIVE TRACTORS / WHEELED LOADERS
 FORAGE HARVESTING MACHINERY / BULLDOZERS / CRAWLER LOADERS / BACK LOADERS
 GRADERS  PIPE LAYERS/PIPE WELDERS/WHEELED HYDRAULIC EXCAVATORS
 SCARPERS  CRAWLER HYDRAULIC EXCAVATORS/THREAD WELDING ROBOTS
 SPECIAL PURPOSE CONSTRUCTION MACHINES  ROBOTISED WELDING ISLANDS
 FIRE ENGINES/AUTOMOTIVE DIESEL ENGINES  MARINE DIESEL ENGINES
 STATIONARY DIESEL ENGINES/INDUSTRIAL DIESEL ENGINES/FORK LIFT TRUCKS 
 LUBRICATING OILS/PLASTICS  CABLES/HOSES/TYRES/CARBURETTORS 
 WATER TREATMENT EQUIPMENT  FUEL INJECTION EQUIPMENT / SPARK PLUGS
 LOCKS/BATTERIES/BRAKING SYSTEMS/EXHAUST SYSTEMS/OIL FILTERS/AIR FILTERS
 BUMPERS  TACHOMETERS/GASKETS/SPEEDOMETERS/OIL PRESSURE GAUGES
 PISTONS  WATER TEMPERATURE GAUGES  FUEL GAUGES/HEADLIGHTS
 TAIL-LIGHTS ALTERNATORS/PISTON RINGS/FUSES  MANUAL GEAR BOXES
 AUTOMATIC TRANSMISSIONS/OIL SEALS/ELECTRIC FANS/BOOST GAUGES 
 BRAKE LININGS/BRAKE DISCS  CLUTCH PLATES/INDICATOR UNITS 
 REAR VIEW MIRRORS/WHEELS  WHEEL TRIMS/WINDSCREEN WIPERS
 HYDRAULIC SYSTEMS/VALVE SPRINGS/DOOR SEALS  CYLINDER HEADS
 CAR ACCESSORIES/HOT AND COLD STEEL FORMED PARTS  IRON CASTINGS
 LIGHT ALLOY CASTINGS/ALUMINIUM CASTINGS/NUTS/BOLTS/MECHANICAL COMPONENTS
 CAST IRON ENGINE BLOCKS  AEROSPACE COMPONENTS/MARINE GAS TURBINES
 AVIATION GAS TURBINES  HELICOPTER COMPONENTS/HYDRO-ELECTRIC PLANTS
 LIQUID OXYGEN TURBO PUMPS/AUXILIARY AVIATION TURBINES/FLIGHT DECK INSTRUMENTATION
 POWER GENERATION GAS TURBINES  NUCLEAR POWER GENERATION COMPONENTS
 ARTIFICIAL HEART VALVES  ARTIFICIAL PERICARDIAL AORTIC VALVES
 CAPILLARY DIALYSIS FILTERS/VIRAL HEPATITIS TYPE B INDICATOR KITS
 TUMOUR INDICATOR MEASUREMENT KITS/ANTITUMOUR MONOCLONAL ANTIBODIES 
 GENETICAL SONAR DIAGNOSTIC KITS/MILITARY COMMUNICATIONS SYSTEMS 
 PUBLIC COMMUNICATIONS NETWORKS/CIVIL DEFENCE COMMUNICATIONS/LAND RECLAMATION
LAST YEAR WE BUILT 3 DAMS, 7,000 MOTORWAYS  BRIDGES / AIRPORTS
CONSTRUCTION MACHINES, 20,000 VIADUCTS  RAILWAY SYSTEMS
ARTIFICIAL CARDIAC VALVES, 52,000 UNDERGROUND SYSTEMS/GAS PIPELINES
PACEMAKERS, 60,000 AGRICULTURAL WATER PIPELINES/SEWER SYSTEMS/DAMS
TRACTORS, 93,000 COMMERCIAL DOCKS/WATER SYSTEMS/ROADS 
VEHICLES, 258,000 AUTOMOTIVE TRAINS/URBAN TRANSPORT RAILCARS 
DIESEL ENGINES, 3.5 MILLION DIESEL-ELECTRIC LOCOMOTIVES/RAILCARS
BATTERIES, 4 MILLION REFRIGERATOR DIESEL LOCOMOTIVES/ELECTRIC LOCOMOTIVES
COMPRESSORS AND 30 MILLION SPARK  TILTING BODY ELECTRIC TRAINS
PLUGS - AS WELL AS 1.7 MILLION CARS.  CARRIAGES/GOODS VANS/BOGIES
 CONTAINERS/HOTELS/HOUSES/QUARRIES
 HOSPITALS/NEWSPAPERS/BOOKS/TOURISM
 TECHNICAL JOURNALS/COMPRESSORS

AND YOU THOUGHT WE WERE ONLY EUROPE'S LEADING CAR MANUFACTURER.

FIAT

THE ARTS

Exotic snacks

Aliens might well feel at home if the first television programme they encountered was Channel 4's late-night arts show Alter Image. Here there were brilliantly coloured holograms produced by splitting light into images of fire and water, followed by the manic performance art of Ralf Ralf, a duo whose set piece, Summit Psychology, ended in the freeze of a nuclear winter.

TELEVISION

There was too some haunting Mongolian pipe music, accompanied by what approximated to a Mongolian pop video, and the Lumiere theatre company with skins painted into figsaws of brown and white. I would hesitate to say what message that carried, but the absence of a presenter or a panel of critics allowed one to regard these curious items as an exotic hors-d'oeuvre without needing to make too much of a meal out of each piece.

It was a welcome retreat from the more pedestrian matters of the day such as those which Channel 4's third series of Moneyspinner was back on the road to deal with - this time in the unlikely financial centre of Harrogate. Luckily some people are prepared to take on the tedious problems which most of us spend much of our time trying to avoid thinking about.

Moneyspinner explored its uninspiring questions in an articulate and unpatronizing manner, making a world which often appears only comprehensible to men in grey suits perfectly clear to one and all - although the graphics employed in this task would have been improved with more imagination. It was interesting to see how the problems raised and solutions offered now work from the premise that everybody is likely to be in luck, and that the way to deal with money is to learn how best to juggle your debts.

Alexandra Shulman

Simply theatrical charm

David Robinson meets the French director Alain Resnais, whose film Melo, opening in London this week, is an altogether new departure...

In Melo, which opens at the Renouir on Friday, Alain Resnais for the first time takes a subject from the theatre. The choice of work is particularly surprising since not only is its playwright today totally eclipsed by fashion but - at a time when it was still in vogue - the play was previously adapted five times for the screen.

First performed in Paris in 1929, Melo is by Henry Bernstein (1876-1953), who enjoyed enormous celebrity throughout the first half of the century. Ostensibly, Bernstein now belongs to a forgotten era of boulevard theatre. The characters in his complex intrigues represent an extinct class of the early-century bourgeoisie - rich, elegant, materialistic, unscrupulous, sensual, brutal and greedy.

The story of an erotic triangle that leads to murder and suicide, Melo was first filmed in both French and German versions by the German director Paul Czinner in 1932. Bernstein unsuccessfully brought an action against the director for falsifying his work; and in 1937 Czinner remade it in England as Dreaming Lips. Both the German and English versions starred Czinner's wife Elisabeth Bergner. Czinner was involved in yet another German remake in 1951. In 1934 there was an Italian version, Melo dramma.

"Since his death Bernstein has been totally neglected - either forgotten or despised," says Resnais. "He represents a kind of bourgeois theatre which is automatically dismissed as bad theatre. Actually he fascinates me for his language, his obsessional scenes, the neuroses of his characters."

"I was very interested just recently to read the English reviews of Lindsay Anderson's Old Vic production of Philip Barry's Holiday, which was written the year before Melo. The critics reacted just as French critics do to Bernstein. They complained that Barry's characters can't be interesting because they are rich. They should remember that Racine wrote about



"I cannot imagine any other actors in Paris who could have done the film": Resnais on the set with Sabine Azéma

king and princes. The point is, of course, that he was really writing about human beings and sentiments; and so were Bernstein and Barry.

Resnais, director of Hiroshima mon amour, Last Year at Marienbad and Providence, explains: "I have always made films by chance. In this case it happened because a project I prepared with the Czech writer Milan Kundera turned out to be more costly than the 10 million francs we anticipated. When I told Fanny Ardant, who was to have played in the film, that we might have to wait a year or more, she proposed that I should fill the time by directing a play. She suggested Bernstein, being so unknown, he would look like something quite new. I liked the idea. I think Bernstein is a much more complex author than people acknowledge; and Melo is linked with memories of my adolescence. As a boy I was not allowed to see it, either on stage or in the cinema - it was too 'immoral'."

"I soon discovered how difficult it was to get the actors I wanted all

together for a theatrical production. So the idea came to do it as a film, and we quickly found a producer. It was a new experience - I had never adapted a play before. Mostly I have used very complex structures in my films, playing about with place and time. Here it was amusing to adapt a text of very clear and simple structure, allowing the play of emotion between the characters to work directly upon the audience.

Resnais says he is not at all worried about making a film that is "theatrical". "In fact I am sometimes criticized for the 'theatricality' of my style; but I never intend to work in a 'natural' way. The theatre has a particular language and a particular way of playing, and I enjoy films in which I rediscover these things. I wanted to re-create the joy of the theatre - the sort of excitement I remembered from seeing Sacha Guitry on the stage.

"There were economic reasons too. We were able to finance the film

because it was simple. If we had wanted a lot of locations, and to shoot for a much longer period, we would have found it difficult. As it was we rehearsed for 20 days and shot for 20 days."

Resnais worked with the same quartet of actors as in his previous film, L'Amour à mort - Fanny Ardant, Pierre Arditi, Sabine Azéma and André Dussollier. "I gave Dussollier a big challenge with a monologue of more than seven minutes which he does in a single take. It is like recording music. A continuous performance, even with imperfections, is much more moving than a recording in which every imperfection has been subsequently corrected.

"I cannot imagine any other actors in Paris who could have done the film. If any one of them had been unavailable, I would have abandoned it altogether. I would certainly be willing to do another quartet with them. But I would be nervous about another adaptation from the theatre. I hate to repeat myself."

ROCK

Tina Turner Scottish Exhibition Centre, Glasgow

The best moment came very near the end when, having divested herself of the little black skirt and then the red leather micro-dress, Tina Turner returned in simple blue jeans and a white T-shirt and, joined by Robert Cray on guitar, sang a slow gospel blues, Sam Cooke's "A Change Is Gonna Come". Cray, who had earlier delivered a brisk set of towering authority with his own band, played twitzy scatters of blues phrases as Turner applied her awe-inspiring vocal prowess to singing an old-style R & B spiritual, and for an instant one could see clear up to the heavens.

In the two years since she last appeared in Britain, Turner has seen sales of Private Dancer top the 10 million mark, appeared with Mick Jagger in a spectacular finale to Live Aid and released Break Every Rule, an album that pushed her boat squarely into the calm waters of the rock mainstream. Additionally, publication of the autobiography I, Tina confirmed her life as public property, and this show reflected the broad and circus-like attraction that she has now become.

Following the video to

"Afterglow", relayed on a huge screen, the curtain opened to reveal her expert eight-piece band arranged on the multi-level stage, and Turner stomping and strutting in her curiously tomboyish way through "What You Get is What You See". The video screen traced the activities of the performers with sophisticated cutting and mixing techniques, while introducing sleek female images during "Girls", snatches of Mad Max during "We Don't Need Another Hero" and even some archive footage of Ike and the Ikeettes during "Overnight Sensation".

The need for predictability and the cumbersome musical production values that necessarily govern an operation of this scale seemed not to affect the sheer vitality and bombast with which she sang and the show built to an ineluctable climax with "What's Love Got To Do With It", "Let's Stay Together", "Proud Mary" and "It's Only Love", a duet with John Miles making an excellent job of the Bryan Adams part.

One could wish that her recent material was not so determinedly middle-of-the-road and that she did not so rely on that great thumping stadium rock beat but, even before Cray came out initially to duet on "In the Midnight Hour", her dynamic visual magnetism and great hollering voice had already more than carried the day.

David Sinclair

CONCERT

Julian Jacobson Elizabeth Hall

Ligeti has spoken recently of the compacted, bent line through time that links him directly with Debussy and the early Renaissance, and so there was good reason for Julian Jacobson to programme his first book of Etudes alongside Debussy's second volume of Preludes; although in the absence of any piano music by Ciconia we had to make do with Schubert.

The Etudes, which were being heard in this country for the first time, share with Debussy's pieces a feeling that the music hovers between poetic image and pure sonic design. Or the analogy might be with computer graphics: there are times when the perpetuum mobile (a constant feature of all six studies) will seem like a grid of coloured squares, but then, sometimes quite suddenly, one will begin to hear the music in terms of larger patterns, melodic lines, harmonic tendencies and arcane canons.

In terms of Ligeti's personal history, there is a direct

continuation here from the piano duo Monument-Self-portrait-Bewegung, with many of the same techniques and textures, the same requirement that the player act like a wild machine and, I suspect, the same recycling from one piece to another of identical elements in different processes of crystallization. But the intensiveness of the poly-rhythmic impetus is more pronounced, and leads in the final piece to such things as a canon of down-dragging chromatic scales where the three voices have speeds in the ratio 7:5:4:2:30.

The fourth and fifth pieces, "Fanfares" and "Arc-en-ciel", seem to form a pair, in that both have a Weberian sense of windows opening and closing, except that now the windows are seen through magic mirrors that distort and complicate the images; there is also, as the titles suggest, a difference of tone between the emphatic motifs of the first piece and the aerial brightness of the second. Equally distinct are the first three studies: a brutal dislocation of hands, a dissolve of motifs in ripples of fifths and a presto in frenzied irregular iteration. Mr Jacobson brought to them all fanatic precision, energy and determination.

Paul Griffiths

LONDON DEBUTS

There can be no denying that the Ridge Quartet from the United States made an impact as a hugely competent ensemble, but for my taste they place virtuosity on too high a plain. Whether it was Schubert, Bartók or Mendelssohn, they applied the same tightly controlled sonority, with a frenetically expressive and all-pervasive vibrato that effectively neutered the inner message of the music. In Bartók's Second Quartet there were car-catching sforzatos in nearly every phrase that quickly became a cliché.

The group perhaps aims to produce too big a sound and they rely on a misplaced

concept of effective quartet balance: neither cellist nor violist ever really surfaced above the constant flow of the overall sound.

James Methuen-Campbell

William Phemister, from California, has spent much time researching the piano music of Ravel and Debussy, and this was the liveliest part of his programme. But, in three Images and Le Tambourin de Couperin, his sheer technical dexterity was dimmed by a pedestrian approach to harmony and phrasing.

Bach's Chromatic Fantasia and Fugue and Brahms's Handel Variations emanated fluency; but a cavalier rhythmic sense, clumsy ornamentation and a strength of arm power were not matched by any real musical conviction.

Hilary Finch

Cry of anguish in captivity

When we first see Julie she has already packed her bag and is only waiting to tell Steven she is leaving him. He lurches in from his garage job, late and too drunk to get the message. So she delays her departure for another day, putting up with the racket outside, the solitude and neglect; and even accepting a gift of sex-shop lingerie and two garden gnomes when Steven resurfaces after an unscheduled London weekend for the Rugby League Cup.

THEATRE

Relevo Soho Poly

marriage guidance; after which it is back to the bottle and a terminal collapse in his armchair, with Julie barricaded into the council house living-room, defying the police to deprive her of the corpse. The suitcase is still standing by the front door.

collection of northern working-class clichés, from chip dinners and pale ale to Steven's dream of a holiday in Memphis at the Presley shrine. It is also true that you can see the disasters coming, and that the couple never have a chance.

The crucial question, though, is whether Mr Spencer has deliberately propelled them down this black hole, or whether it arises inescapably from their circumstances. The answer comes in the opening sound of children playing a street game (from which the play takes its title) in which one team captures the other. Julie and Steven are two kids who discover they have captured each other for life; and what

follows is a nightmarishly accelerated study of the agonies of enforced cohabitation.

Both are likeable innocents, reeling with amazement at the damage they inflict on one another; agreed that their apologies do not make things better; and - to the sound of counting games from the street - ageing to scarred old pugs. To the extent that Julie loves and Steven does not, it is clear where the rot began; but beyond that, Mr Spencer is entirely even-handed in his treatment of both characters.

The play may be a cry of pain; it is certainly no act of cold-blooded manipulation.

Sue Dunderdale's production faithfully piles black on black, even to the extent of getting laughs out of lines like "Shall we go for a walk?". What makes it bearable are the performances of Mary Jo Randle and Jeff Rawle, who show the process of a girl turning into a crazed harridan and a boy into a brutal drunk without passing judgement on them.

Irving Wardle



Steaming in the kitchen: Mary Jo Randle with Jeff Rawle

Bartholomew Fair Regent's Park

in a succession of penetrable disguises, is a baffling one. Nor does Peter Bayliss, clad finally in voluminous scarlet, make his purposes clearer by using a range of Goin Show voices. He can certainly be pretty funny, usually when breaking away from the text or finding in it some unexpected him, like the prettiness of young Master Ezekiel's hair.

The focus of the comedy is naive but enthusiastic Bartholomew Cokes, and a beaming, jumping performance by Christopher Biggins holds the centre of the play together.

Peggy Mount finds the expected comedy in Ursula the pig-woman but no more. A scene-stealing performance by Christopher Ryan as a diminutive monomaniac, and a charming ballad (too charming) where everyone dons red noses, about complete the tally of credits. If Jonson can be convincingly staged today a method has yet to be found.

Jeremy Kingston

It is a world threatened by hypocritical puritans, moralists and enforcers of the law who are variously discomfited in the course of a day's exploration of the fair. Whatever you think of this as a thorough portrayal of society, a director possessed of an eye for myriad detail, while retaining a clear overview, could come up with a version that persuaded you that the fair is jolly if nothing else is.

Peter Barnes has been keen on Jonson for years and here directs his own edited text. Hampered by the wide, deep stage, the company shrink into small isolated groups - and this in spite of a cast of 28 - who run or hobble into view, lark about as necessary, and retire. If Barnes had made them turn their backs and get to work gulling others a sense of the bustle of the fair might have been sustained.

Important parts of the story appear to have vanished. The figure of Justice Overdo, wandering through the crowd

JANE FONDA JEFF BRIDGES



THE MORNING AFTER

FOR THE MAN WHO HAS (ALMOST) EVERYTHING



If you work hard, you probably find satisfaction through your career. But if you stop to think, is that really enough? Life may be an endless round of meetings - but when did that last lead you to a stunning, stylish woman you could communicate with and want to share the rest of your life with? Commitment may suddenly have become the watchword of the eighties - but finding someone to commit to today can be the biggest challenge of our times. And let's face it, these days you can't be too careful!

We can introduce you to women you might never normally encounter. Whatever type you're looking for - beautiful, funny, successful, chic, high-powered or low-key. As well as being carefully-screened by us, they all have one thing in common - like you, they would like to meet and spend their lives with one, important person. Why not call us for a private appointment and let us explain...

H.E.L.E.N.A

INTERNATIONAL VIP CLUB LTD, MAYFAIR 01-409 2913 01 491 0216

REPLATE WORN SILVER USING A REMARKABLE NEW SILVER PLATING FORMULA. For years the great silversmiths of Europe have been silver-plating priceless antiques using a formula that avoided expensive electro-plating. But it was slow, messy and dangerous. Now with the aid of modern technology we've revolutionised this process and made it available at a price everyone can afford. It's called ionic plating. And it's absolutely safe and easy to use. There's no preparation - just rub on, rub off. Within seconds before your eyes a coating of silver is plated yes plated onto the object. Our Silver Plating formula can be reapplied as often as you like to increase the thickness of silver - to produce a brilliant finish. Any sign of wear, tarnish or repairs will immediately disappear. It's fantastic for restoring that antique look to valuable silver plate, even if it's worn down to the bare metal. It will also not damage the delicate designs which are so important to maintaining the value of fine silverware.

Imagine the range of silver valuables that you can now restore: cutlery, trophies, jewellery, etc. and dozens of other items. Why not buy silverware going for a song at your local antique market and restore them to their former glory? You can also silver-plate base metals. Just think of those forgotten pieces of jewellery you can turn into gleaming silver-plated valuables. It's absolutely safe to use. And if you're not absolutely delighted with the results of our Silver Plating Formula then simply send it back and we'll refund your money in full without question.

Silent role for an actress... fee-pay... H.E.L.E.N.A

Silent role for an actress

It may seem strange, says Susan Hampshire, for a woman who has fought to have children to be concerned with population control. Stranger still, as Libby Purves finds, to meet a star who enjoys being called a social worker

When she is in the slums of Chittagong, says Susan Hampshire, they call her a social worker. The famously pretty features snap into a reminiscent smile. "I am just one of the project workers. Oh, it's a really nice feeling."

It must be. Susan Hampshire has well and truly served her time as an icon of western showbiz. She became the nation's darling as Fleur Forsyte, in Galsworthy's great soap opera, and Lady Glenora Palliser in Trollope's. Off the screen, her marriage to a French film director, her son's birth and daughter's death, her painful divorce and late remarriage to the "millionaire" Greek impresario Eddie Kulkundis, have all been chronicled, in the usual ramshackle way, in a hundred gossip columns.

Now 45, she is gracefully philosophical about it all, and even advances the theory that it is quite beneficial to be wildly and embarrassingly misreported in your personal life, because at least that keeps the essential truths of it private.

However, after two decades of living in an intermittent neon glare of publicity, it is understandable that she likes being called a social worker. "When I go on field trips to Bangladesh, I'm just another person who works for the charity. They forget I'm an actress."

Perhaps for that reason, she has kept this side of her life curiously hidden. Most people know about Susan Hampshire's campaigning work for dyslexics. But not many know that for more than a decade she has been working, sometimes full-time, for the charity Population Concern. She visits particular projects, stays a while, then comes home and tours schools lecturing,

often with David Bellamy, on population and conservation. At the moment, her preoccupation is with the slums of Chittagong, in Bangladesh, where a directly funded project is providing "schooling, hygiene, health programmes, inoculations, rehydration tablets — and, of course, family planning for those who want it. It is important to understand that Population Concern is not there to stop anyone having babies if they want them. It's about supporting family life."

The time and effort and emotional energy she puts into it are startling. This is no routine matter of an actress lending brief lustre to a fund-raising fête, or "standing up in a ball-dress and diamonds, making a plea"; it has become a central part of her life.

In fact, sitting in her pretty Fulham drawing room she was initially uneasy, and said that it was difficult to talk to a journalist about it all. But she did, awkwardly at first and then with force and passion. Photographs littered the table, of families camped around tin shanties, small bright faces lovingly identified one by one. "Now this little girl, I bought her a flannel and soap, and taught her how to wash her face. I told her that she'd feel better; that you have to believe in yourself, wash your face, go to school."

She talked on, absorbed about the Muslim women cast off by a triple "I divorce thee", forced out to the streets, their children starving. She talked of blind, rickety babies, of bamboo shacks flooded with disease-laden monsoon water; but also of individual children, friendly moments, a particular beautiful pond where grape hyacinths are vivid on the bank and rice grows from untreated effluent. She must be an engaging school lecturer.



Quiet conscience: Susan Hampshire working for charity at home in London, and in Bangladesh

She returns from these visits in a curious state, familiar to many field workers in the Third World. "I think my husband, Eddie, worries about me. He's a very generous and philanthropic man, but world population problems aren't his special thing, any more than dyslexia is. He just sees me come back completely disorientated. I think about Bangladesh, and I can't decide whether it is all so enormous and hopeless that nothing can help; or whether you just have to think positively, and try."

It is not a new problem to her. Even in the early Sixties, as a golden-haired and glamorous young actress, she was troubled enough about the monstrous unfairness of the world to travel out alone to Gabon to Albert Schweitzer's village hospital. "I knew I had to see him, and he was an old man and might die soon. I took my courage and went: I really thought I would stay and work, but a nurse there. But I understood that I wasn't ready."

So she came home, but all through the years of her first marriage, her flowering career, her

The problem is about having the children you want

two children's births (her baby Victoria died after a day) and her series of grievous miscarriages, the nagging social conscience remained.

She is married to a wealthy man and can be, as she puts it, "kept" for the first time in her life; but she is still working, and a West End play is planned which she can't bear even to talk about, in case it doesn't happen. "I didn't want to do theatre for the first years of this marriage; Eddie was marrying for the first time, at 48, so I didn't think he should have a wife away every single night."

She displays, over such family feelings, a steely sense of priorities. Years ago she passionately pro-

tested her small son's relationship with his father by conducting a determinedly friendly divorce with her erring husband, which must have cost her pride not a little.

She is, it must be said, equally tender about the feelings of the women of Bangladesh. "They do believe that children are sent by God, and God will look after them. I know that. And it may seem strange that someone like me who has fought to have more children, and failed, should be involved with population control. But it is absolutely the same thing. People with no children, people with nine children in a row that they didn't want to have, have the same problem. The problem is about having the children you want. Every child should be wanted."

She looked at the time, grew worried that I might not find a taxi, and insisted on getting out her car and driving me to my next appointment. A remarkably, almost unsettlingly kind woman; nothing like Fleur Forsyte, after all.

© Times Newspapers Ltd 1987

BRIEFLY

A round-up of news, views and information

Business of dreams

Not everyone can dream up a moneyspinner like the Body Shop, but any woman keen to set up a business or needing the impetus to become self-employed will be able to hear pearls of wisdom from Anita Roddick (and other dynamic entrepreneurs) at Women In Enterprise's Women Mean Business conference, on June 16, at Kensington Town Hall. For £10 (including coffee and tea, but not lunch), delegates attend the morning conference and an afternoon session of their choice, when experts will be on hand almost one-to-one to advise on going into business, growing a business (covering the legal, tax and leadership side), developing a company through marketing and PR, and expanding (finding ways of raising capital). To apply, contact Women In Enterprise, 26 Bond Street, Wakefield, Wf1 2QP (0924 361789).

Be fair to hair

Our skin may be kept moist with high protection factor sun creams, but now we learn that our hair is at risk, too. For those too chic to consider swimming caps or scarves, L'Oréal's Keratase range now includes Solaire Gel Screen and Invisible Spray Screen (which both contain filters to prevent drying), and an Enriching Oil to repair the sun's ravages. They all cost £3.25, from L'Oréal salons nationwide — you can find your nearest by calling 01-937 5454, extension 421.

Perfect parties

It is not just June brides who will find inspiration in the 370 ultra-glossy pages of American television star and professional caterer Martha Stewart's romantic *Weddings* coffee table book. Documenting the nuptials of a dozen upper-crust American brides from small family affairs to a guest list of hundreds, in exquisite full colour, there are highly original ideas for menus, decorations, flowers and table settings to inspire any party-giver, not simply the bride's mother. Published by Sidgwick & Jackson, the only set-back is a £35 price tag, but compared to the complete wedding bill, that is probably small beer.

Dame for a laugh

"Arthur Marshall," said Victoria Wood, when asked who made her laugh. "Victoria Wood," said the majority of female comedians interviewed in Morvena Banks and Amanda Swift's *The Joke's on Us* (to be published on June 11 by Pandora Press, £5.95). Described by Sue Townsend as a "deadly serious funny book", it is the first study of witty British women — from Vesta Tilley (a male impersonator) and Marie Lloyd (a notorious ad-libber) to French and Saunders. Its 294 pages give the lie to the BBC Light Entertainment producer who said, "Women in comedy? That will be a very short book."

Quote me . . .



"Do women slave over a sink unless they want to?" Of course not. Even in France, with our great respect for food, there are now short cuts which are not regarded, as they once would have been, as gastronomic crimes: let the super-markets, for instance, wash the salad! Françoise Giroud, France's first Minister for Women

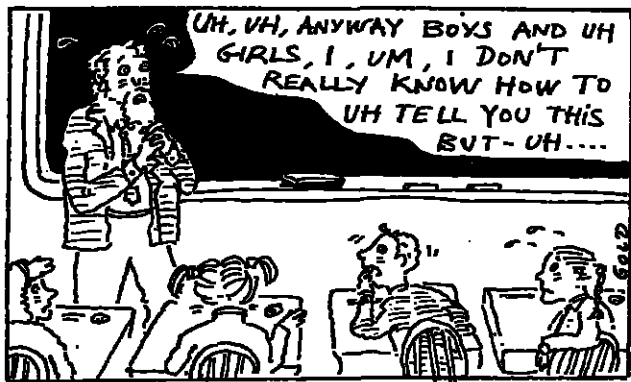
Women's words

When is a housewife not a housewife? When she is a member of the National Housewives Register. So many of the 23,000 members grumbled about the kitchen sink connotations of the name that at an historic celebration this morning it is to be changed to the National Women's Register, in the hope of broadening the group's appeal still further. Chosen in a national ballot (winning over Women's Link and Women's Forum), members — who meet in each others' homes to discuss issues like alternative medicine and world peace — were initially invited to offer suggestions. Women of the World (WOW) got the thumbs down, as did the Cabbage Club, "because if there's anything worse than being thought of as a domestic drudge, it's being a vegetable!" For more information, contact the NWR at 245 Warwick Road, Solihull, West Midlands B92 7AH (021 706 1101).

Josephine Fairley

The fee-paying facts of life

Independent schools are taking widely differing approaches to sex, drug and alcohol education



from the age of 8 to 18, and how best to deal with other ills of our times — drugs and alcohol.

A report this week from the Royal College of Psychiatrists that half of all accidental deaths in teenagers over 15 are caused by alcohol suggests that the young need further education on the dangers of drinking. Many day schools, and some highly academic schools, believe this kind of education is a job for parents.

But parents are often at a loss and many would like to shirk discussions. Susanna Johnston, whose daughter Rosie ends her jail sentence this week, for supplying heroin, is reported as saying that she never thought to talk to her daughter about drugs.

Within schools is it a job for chaplains, monks or nuns, school doctors, biology teachers, tutors, housemasters or housemistresses?

The Independent Joint Schools Council has endorsed the DES general advice and guidelines to teachers that any sex education given in a school "encourages due regard to moral consideration and the value of family life". But sex education varies greatly from school to school.

At Bryanston (co-ed, 13-18) a general humanities course starts at the bottom of the school. "Before they're practising — if, and when," says the headmaster, Tom Wheare.

At Shiplake College (boys 13-18) the chaplain, the Rev David Dale gives a four-week course for each year group on different aspects of relationships; at fifth form level he shares the course with a female doctor (wife of a member of staff, who works in public health care) who discusses the female role. Discussions to small groups on relationships begin at Canford (boys 13-18, girls in the sixth forms) in the upper sixth. Is it too late, wonders headmaster Martin Marriott? "But by the first year sixth-form girls have only just arrived, and it's important they're confident for the discussion groups."

Sister Jean Sinclair, head of St Leonard's Mayfield (Roman Catholic, girls 13-18), thinks it best "when discussions arise naturally — and informally. It's most valuable when the girls are ready. We

spend time talking of family values, of general love and particular love, as part of the religious education programme". At St Swithun's (girls 13-18) the school doctor (female) talks to 11-year-olds about hygiene and health, and personal relationships are threaded through religious education lessons.

At Clifton College (boys 13-18, though from September co-ed) the chaplain and biology master run a joint course for the top of the school on medical ethics, "literally from birth to death", and engineer discussions on emotional and moral choices. Alen's (co-ed day, 13-18), has "nothing structured". Though the chaplain may well touch on moral and psychological issues, by and large it is left to parents.

Under Professor Richard Whitfield, reader in advanced studies at Gloucestershire College of Arts and Technology, 17 schools are currently taking part in a project designed to provide a model for education in these subjects. Over three years Bedford, Christ's Hospital, Dame Allen's Newcastle, Fettes, Gordonstoun, Forest, King Alfred's London, Edward VI Southampton, The Mount, Tonbridge, Woodhouse Grove, Wellington, Shiplake, Roedean, Lancing, Manchester Grammar, and St Swithun's will evaluate their various teaching methods with the intention of putting together material useful for other schools.

Last week the Medical Officers of Schools Association arranged a seminar for teachers on how to talk to school children on Aids. Next month the Girls Schools Association is running a study day on Aids and drug abuse for members. Many schools call in the local drug squads to give talks. At Shiplake, an ex-heroin addict old boy comes to talk to the school. "It leaves the boys shattered," according to a master.

Some schools invite Alcoholics Anonymous in to give talks but alcohol abuse is probably the most difficult of all to tackle, according to many heads, because drinking is socially accepted and "so many parents say, 'What problem, what danger?'"

Sarah Drummond
© Times Newspapers Ltd 1987

TRADITIONAL UPHOLSTERY.

NO POLYURETHANE FROM

WE CAN SUPPLY REPLACEMENT COVERS AT ANY TIME

DIRECT FROM THE MAKER.

Sofas, Sofa Beds and Armchairs. Made to order in several classic designs. Various sizes, back heights, seat depths and cushion fillings to suit you. Natural fibres only, steel coil springs and beech frames throughout.

Totally removable covers from a selection of 8,000 fabrics. Or SAVE 25% by choosing from our Top 400 bought in bulk from names like Warner, Bakers, Sanderson and Liberty.

MULTIYORK
Handmade in Suffolk

WE ALSO MAKE BEAUTIFULLY DESIGNED MADE TO MEASURE CURTAINS.

LONDON: 25-28 THURLOE PLACE, S.W.7 (01-899 2303)
LONDON: 4 CAMDEN ROAD, N.W.1 (01-463 2823)
ST. ALBANS: 16 CHRISTOPHER PLACE (0463 628086)
NORWICH: 99-101 PRINCE OF WALES ROAD (0603 628086)
CAMBRIDGE: 1 MILTON ROAD (2223 33463)
SUFFOLK: THE OLD MILL, MELLIS, EYE (0379 89433)
LOUGHTON, ESSEX: 165 HIGH ROAD (01-502 4328)
WEYBRIDGE: 65-68 CHURCH STREET (01-862 50280)
BROMLEY: 14-17 WESTMORELAND PLACE (01-464 2223)

OPEN 7 DAYS A WEEK 10-5/SUNDAY EVENING/6 EASY PARKING

Marriott Hotels Summer Sale

For the next three months you'll be able to enjoy all the luxury of a Marriott Hotel, for up to half the price.

With locations like Grosvenor Square in London and Avenue George V in Paris, you'll find all our hotels ideally positioned. And with first class business facilities in each hotel, you'll find every Marriott perfect, whether you're working or taking a break.

Our special rates for weekdays and weekends this summer are available from 1st June to 31st August 1987, for rooms only. For reservations, contact your travel agent or phone one of the numbers below and make sure that nothing disturbs your enjoyment this Summer.

London 01-439 0281
Germany 0130 4422 toll free
France 19 05 90 8333 toll free

Up to 50% Off

Marriott
HOTELS & RESORTS

AMMAN · AMSTERDAM · ATHENS · CAIRO · LONDON · PARIS · VIENNA.

THE TIMES INFORMATION SERVICE

This selective guide to entertainment and events throughout Britain appears from Monday to Friday, followed in the Saturday section by a preview of the week ahead. Items for inclusion should be sent to The Times Information Service, PO Box 7, 1 Virginia Street, London E1 9XN

BOOKING KEY
★ Seats available
★ Returns only

THEATRE LONDON

BARTHOLOMEW FAIR: Ben Jonson's farcical goings-on in Jacobean London, with Peggy Mount as the Pigwoman. Play for good weather.

1443. ... No Sex, Please, We're British! Duchess Theatre (01-536 8243). ... Phantom of the Opera: Her Majesty's Theatre (01-536 2244).

OUT OF TOWN

BAGNOR: Benefactors: Michael Frayn's recent London success in a new production. Watermill Theatre, Bagnor, Nr. Newbury, Berkshire (0345 45834).

CAMBRIDGE: Balmoral: Revival of early Michael Frayn comedy in which Britain has the 1917 Revolution and Russia is still ruled by the Czar.

CHICHESTER: An Ideal Husband: Will Lord Goring save Sir Robert's marriage and career from scheming Mrs Cheveley? Stary cast in Wide Melodrama.

KISS ME KATE: After its national tour the RSC production opens in town with Paul Jones and Nicola McAuliffe.

MY SISTER IN THIS HOUSE: Nancy Mitton directs Wendy Kessiman's play based on the real-life crime that inspired Genet's The Maids.

NO WORRIES: For two weeks only! Welcome return of a spell-binding play set in the Australian outback, for children and adults.

PAIN OF YOUTH: Ferdinand Bruckner's sensational play at its finest (1956) showing the emotional dynamics of a group of disillusioned medical students.

THE TICKET-OF-LEAVE MAN: Tony Lofly. West plays the prison on parole in a once famous Victorian social drama.

LONG RUNNERS: The Business of Murder: Mayfair Theatre (01-629 3036). ... The Colour of Money (15): Paul Newman returns to the pool table in a belated sequel to The Hustler.

FILMS

Also on national release: Advance booking possible. BRIGHTON BEACH MEMOIRS (15): Neil Simon's autobiographical comedy about a Brooklyn teenager's family problems in 1937.

TELEVISION TOP 10

- National top ten television programmes in the week ending May 29
BBC 1
1. Eastenders (Thurs 9.30-10.30)
2. Countdown (Thurs 7.15-8.15)
3. Tomorrow's World (11.55-12.55)
4. News (10.15-11.00)
5. The 11 O'Clock Show (11.00-11.30)
6. News and Weather (Sun 12.45-1.15)
7. Countdown (Thurs 7.15-8.15)
8. Eury Star (Continuity) News (10.15)
9. Eury Star (Continuity) News (10.15)
10. Eury Star (Continuity) News (10.15)
11. Eury Star (Continuity) News (10.15)

ENTERTAINMENTS

AGNEW BRITISH PAINTING OF THREE CENTURIES 2 JUNE UNTIL 24 JULY 1987
Monday to Friday 9.30am to 5.30pm
Thursday until 6.30pm
THOS. AGNEW & SONS LTD.
43 Old Bond Street, London. W1X 4BA
01-629 6176

ART GALLERIES

CONCERTS
ALFONSO 01 636 6041 / 0951
01 379 6233, 01 741 9991
BARBARAN HALL 020 370466
ROYAL FESTIVAL HALL 01 929 7300

OPERA & BALLET

ROYAL OPERA HOUSE 240 1300
ROYAL OPERA HOUSE 240 1300
ROYAL OPERA HOUSE 240 1300

THEATRES

ALFONSO 01 636 6041 / 0951
01 379 6233, 01 741 9991



It has taken the Almeida Festival to bring us the UK premiere of the most popular postwar German opera, Jakob Lenz, by Wolfgang Rihm (left), was first commissioned by Hamburg in 1978. It is based on the story by Georg Buchner (right) about the poet, dramatist and tragic dreamer who idolized Goethe and died in poverty on a Moscow street. The intense one-act (nine voices, 11 instruments, and just over one hour long) shows Rihm, now 38, working at the centre of a classic German Expressionist triangle formed by Zimmermann, Buchner and Berg. In many ways Lenz himself became a model for Woyzeck. The French have found it all rather heavy going. But Richard Berris, who conducts these premiere performances, is convinced England will bite: "Rihm puts his finger on a very sensitive nerve. We watch Lenz's fears and madness grow from an obsessive love-affair for which he is mercilessly mocked, to his wanderings in the South German Alps where he meets the pastor Oberlin. He tries, not very successfully, to sort him out. But everyone expects other things from him..." The music ("total, piled-up seventh, and just about everything between") is composed against the Expressionist limits of an excellent text. And with singers including Richard Jackson and Hilary Finch, Berris has assembled a cast which should rise to the considerable challenge of each role. Almeida Theatre, London N1 (01-359 4404), tonight, Friday and June 7 at 8pm. £5 & £7. Hilary Finch

EVENING

SUKHALA: The distinguished Czech violinist Josef Suk plays Mozart's Sonata K 265 and Brahms's Sonata Op 100, Josef Hala's at the piano. Wigmore Hall, 38 Wigmore Street, London W1 (01-635 2141), 7.30pm, £2.50-£5.50.

GALLERIES

WINIFRED NICHOLSON (1853-1918): A retrospective of landscape and still-life paintings by an artist who, in the 1930s, was in the vanguard of British Modernists. Tate Gallery, Millbank, London SW1 (01-833 3030), Mon-Fri 10-5.30pm, Sat 11-1pm, free, until July 3.

CONCERTS

LUNCHTIME: Beethoven's Piano Sonata Op 10 No 1, Mendelssohn's fine Fantasy Op 28 and a John Williams group are played by Malcolm Birrell. Guildhall Banqueting Room, Bath (0225 63362/66411), 1pm, £2.

OPERA

ENDYMION DOUBLE-BILL: The Metastasio Comedie of Tamerlan and Clorinda, paired with Michael Nyman's Wide Grins, Narrow Minds as part of the London International Opera.

LUNCHTIME

LUNCHTIME BIRNBS: Beethoven's Piano Sonata Op 10 No 1, Mendelssohn's fine Fantasy Op 28 and a John Williams group are played by Malcolm Birrell. Guildhall Banqueting Room, Bath (0225 63362/66411), 1pm, £2.

TALKS

WILLIAM HAZITT AND THE DECLINE OF BRITISH ART: Lecture by Jonathan Cook, University of East Anglia. Milne Auditorium, Tate Gallery, Millbank, London SW1 (01-821 1313), 1pm, free.

OTHER EVENTS

ENGLISHMAN'S LIBRARY (170-183): First day of an elegant exhibition in which four complete settings of period furniture and accessories are shown in the Queen Anne, Palladian, Neo-Classical and Regency eras. W R Harvey, 5 Old Bond Street, London W1. Today until June 27, Mon-Sat 10.30-5.30, free.

ROCK

U2: After a sell-out American tour, the band continues with the British leg of its 16-month world tour. A spectacular but gimmick-free show that seeks to provide spiritual uplift along with good rocking. Support: Hurrant! (sic). Gillingham Road (021 700 4133) 8pm, £9-10.

DANCE

GISSELLE: Yvonne Stepien this afternoon, and Noelia Portillo tonight, star with Rudolf Nureyev in Eugene Poliakoff's production for the Ballet of Leningrad. Royal Opera House, Covent Garden (01-636 7888), Mon-Fri 7.30-9.30pm.

WALKS

A JOURNEY THROUGH DICKENS'S LONDON: meet Embankment tube, 11am, £2.25. LEGAL LONDON - INSIDE THE LAW COURTS: meet Holborn tube, 2pm, £2.25. GHOSTS, GHOULS AND HAUNTED TAVERNS: meet St Paul's tube, 7pm, £2.50.

EXHIBITIONS

THE JEWELRY OF KING LUDWIG: The collection of King Ludwig II of Bavaria, 1845-1886, is shown in the exhibition at the Victoria and Albert Museum, London SW1 (01-833 3030), Mon-Fri 10-5.30pm, Sat 11-1pm, free.

EXHIBITIONS

THE JEWELRY OF KING LUDWIG: The collection of King Ludwig II of Bavaria, 1845-1886, is shown in the exhibition at the Victoria and Albert Museum, London SW1 (01-833 3030), Mon-Fri 10-5.30pm, Sat 11-1pm, free.

EXHIBITIONS

THE JEWELRY OF KING LUDWIG: The collection of King Ludwig II of Bavaria, 1845-1886, is shown in the exhibition at the Victoria and Albert Museum, London SW1 (01-833 3030), Mon-Fri 10-5.30pm, Sat 11-1pm, free.

EXHIBITIONS

THE JEWELRY OF KING LUDWIG: The collection of King Ludwig II of Bavaria, 1845-1886, is shown in the exhibition at the Victoria and Albert Museum, London SW1 (01-833 3030), Mon-Fri 10-5.30pm, Sat 11-1pm, free.

OTHER EVENTS

ENGLISHMAN'S LIBRARY (170-183): First day of an elegant exhibition in which four complete settings of period furniture and accessories are shown in the Queen Anne, Palladian, Neo-Classical and Regency eras. W R Harvey, 5 Old Bond Street, London W1. Today until June 27, Mon-Sat 10.30-5.30, free.

ROCK

U2: After a sell-out American tour, the band continues with the British leg of its 16-month world tour. A spectacular but gimmick-free show that seeks to provide spiritual uplift along with good rocking. Support: Hurrant! (sic). Gillingham Road (021 700 4133) 8pm, £9-10.

DANCE

GISSELLE: Yvonne Stepien this afternoon, and Noelia Portillo tonight, star with Rudolf Nureyev in Eugene Poliakoff's production for the Ballet of Leningrad. Royal Opera House, Covent Garden (01-636 7888), Mon-Fri 7.30-9.30pm.

WALKS

A JOURNEY THROUGH DICKENS'S LONDON: meet Embankment tube, 11am, £2.25. LEGAL LONDON - INSIDE THE LAW COURTS: meet Holborn tube, 2pm, £2.25. GHOSTS, GHOULS AND HAUNTED TAVERNS: meet St Paul's tube, 7pm, £2.50.

EXHIBITIONS

THE JEWELRY OF KING LUDWIG: The collection of King Ludwig II of Bavaria, 1845-1886, is shown in the exhibition at the Victoria and Albert Museum, London SW1 (01-833 3030), Mon-Fri 10-5.30pm, Sat 11-1pm, free.

EXHIBITIONS

THE JEWELRY OF KING LUDWIG: The collection of King Ludwig II of Bavaria, 1845-1886, is shown in the exhibition at the Victoria and Albert Museum, London SW1 (01-833 3030), Mon-Fri 10-5.30pm, Sat 11-1pm, free.

EXHIBITIONS

THE JEWELRY OF KING LUDWIG: The collection of King Ludwig II of Bavaria, 1845-1886, is shown in the exhibition at the Victoria and Albert Museum, London SW1 (01-833 3030), Mon-Fri 10-5.30pm, Sat 11-1pm, free.

EXHIBITIONS

THE JEWELRY OF KING LUDWIG: The collection of King Ludwig II of Bavaria, 1845-1886, is shown in the exhibition at the Victoria and Albert Museum, London SW1 (01-833 3030), Mon-Fri 10-5.30pm, Sat 11-1pm, free.

Advertisement for 'TOP S.V.C. IMMEDIATELY! ONCE ABSOLUTELY QU...' featuring a large image of a bottle and text promoting a product.

Advertisement for 'TO PLACE YOUR PROPERTY ADVERTISEMENT IN THE TIMES' with contact information for trade advertisers.

Mother wins legal battle

TELEVISION AND RADIO

Compiled by Peter Dear and Peter Davalle

Mother wins legal battle... (continued from page 26)

Deest woman runs 114 with loss of sherry

Deest woman runs 114 with loss of sherry... (continued from page 26)

Deest woman runs 114 with loss of sherry... (continued from page 26)

BBC1
6.00 Ceefax All
6.35 The Pink Panther Show. Three cartoons. (r) 6.55 Weather.

BBC2
6.55 Open University: Education - The Standards Debate. Ends at 7.20. 9.00 Ceefax.

BBC1
6.00 Ceefax All
6.35 The Pink Panther Show. Three cartoons. (r) 6.55 Weather.

BBC1
6.00 Ceefax All
6.35 The Pink Panther Show. Three cartoons. (r) 6.55 Weather.

ITV/LONDON
6.15 TV-am introduced by Caroline Righton and Richard Keys. Weather at 6.28 and 6.58.

CHANNEL 4
1.20 Election Brief. (r)
1.30 Channel 4 Racing: Derby Day '87. Coverage of the Derby.

CHANNEL 4
1.20 Election Brief. (r)
1.30 Channel 4 Racing: Derby Day '87. Coverage of the Derby.

CHANNEL 4
1.20 Election Brief. (r)
1.30 Channel 4 Racing: Derby Day '87. Coverage of the Derby.

Sharpe end of academe

CHOICE
Tom Sharpe's Porterhouse Blue (Channel 4, 10.05pm) gets off to a promising start.



David Jason: Porterhouse Blue (C4, 10.05pm)

Radio 1
6.35 Open University. Open Forum: University Magazine. 6.55 Weather 7.00 News.

14 DAYS FREE TRIAL INSTANT RELIEF FROM Back Pains. Bracomaster SACRO LUMBAR SUPPORT. READ WHAT SATISFIED USERS HAVE TO SAY.

STOP SMOKING IMMEDIATELY! ONCE AND FOR ALL! WE ABSOLUTELY GUARANTEE IT! SPECIAL LOW PRICE NORMALLY £12 INC VAT & POSTAGE ETC.

BUSINESS SUMMARY

Carless profits down but dividend is held

Carless, Capel & Leonard limited the impact of the halving of the oil price to £9.36 a barrel last year, helped by a buoyant second half in its fuels and distribution business. Pretax profits fell by £1.2 million to £3.8 million, before an exceptional provision of £1.6 million. The dividend is maintained at 2.75p a share.

Profits from oil and gas production fell by nearly two-thirds to £2.9 million. Despite a drop in profits of 14 per cent, to £2.1 million, solvents had an excellent year as the results were distorted by stock losses of about £1 million.

Interlink sees £4.5m profits

Mr Richard Gabriel (right), a former motorcycle messenger who founded his own courier service, predicted a jump in profits for his Interlink Express in response to speculation that a spring downturn in parcels traffic would hit profits. He forecast about £4.5 million for the year, 73 per cent up on last year.



Spandex diversifies

Spandex, the fast-growing supplier of computerized sign-writing equipment, is diversifying with the purchase of Ultramar Adhesive Products. It is paying an initial £2.75 million in shares for the company, which has been supplying Spandex with self-adhesive vinyl for three years. A further payment of up to £930,000 will be paid, depending on Ultramar's profits.

Record profit at Chapman

The recovery at the envelope maker Chapman Industries continued in the second half of the year to March 28, after the previous full year's plunge from more than £1 million to £607,000. Total profits were a record £1.56 million on turnover up from £28.7 million to £32.1 million. The total dividend is raised from 8.4p to 9.25p.

Ferranti GTE contract

Ferranti GTE, the joint venture between Ferranti, the British electronics group, and GTE, the US telephone equipment company, is to supply OMNI private branch exchanges. The value of the contract has not been disclosed but is less than £500,000. It is the first from British Rail Scotland.

STOCK MARKET

Poll doubts hit confidence and shares go into reverse

By Michael Clark and Geoffrey Foster

The market's confidence evaporated without warning yesterday as share prices went into sudden reverse after another firm start.

Talk of another rogue opinion poll, showing the Conservative lead in the marginals being whittled away, was blamed for the about-turn, which sent investors scurrying for the sidelines.

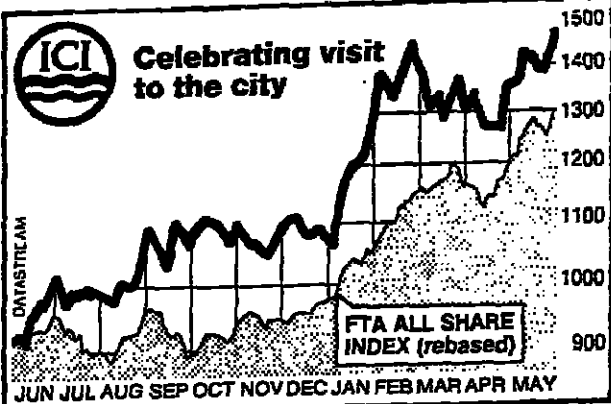
The session had started confidently enough, helped by news of a computerized buying programme executed by Barclays de Zoete Wedd, the investment house. But things turned sour with market-makers using disappointing figures from Hanson Trust as the excuse to mark prices lower.

Sentiment was also affected by the nervousness on Wall Street, prompted by Mr Paul Volcker's surprise decision not to stand for a third term as chairman of the Federal Reserve.

Attempts at a rally ended in failure and were reflected in the FT index of 30 shares, which opened 13.6 higher than saw its lead reduced to 2.7. It eventually closed 6.4 points lower at 1,724.3.

Government securities spent another subdued session, closing virtually unchanged on overnight levels.

ICI, Britain's biggest industrial company, jumped by 26p to £14.75, after touching £14.88, following a lunch in



The City yesterday with County Securities, the broking arm of National Westminster Bank.

The lunch, only the second with a broking house this year, went well with ICI making a strong impression on Mr Martin Evans, an analyst. He rates the shares as a strong "buy" and states that, in the short-term, they should touch the £16 mark. The group is enjoy-

ing a good second quarter after its strong first-quarter performance when pretax profits climbed from £204 million to £334 million.

Its operations remain hugely profitable and competitive against its overseas counterparts and a further acquisition is on the cards. Britain's buoyant economy - plus the country's strong

manufacturing order book - augur well for the future and the re-election of a Conservative government should see overseas buyers returning in force for the shares.

Even the Japanese, which have yet to dabble, could possibly take a view and realize how cheap ICI are. This is also the view of Ms Linda Tremain, an analyst at Savory Mills, the broker.

Some brokers are starting to take a more cautious line on Mr Alan Sugar's Amstrad, the high-flying consumer electronics group. The price fell 8p to 210p - compared with a high of 225p - after the investment house Chase Manhattan Securities urged clients to take profits. Phillips & Drew is also said to have turned bearish.

Bryant Holdings, the Midlands housebuilder and property developer, met renewed speculative support, fuelled by talk that English China Clays was on the verge of selling its near-30 per cent stake in the company. The shares closed 12p dearer at 120p.

English China built up the sizeable shareholding in Bryant during its abortive, £187

million takeover attempt this year, at a cost of about £32 million. After narrowly failing with its offer, ECC stated that it would retain the investment.

However, ECC is said to have accepted a generous offer for its Bryant shares and a new bid for the latter may be under way. ECC closed 12p up at 485p.

Ladbroke, the betting, hotels and retailing group, the shares of which fell by 10 per cent in value in two trading sessions early last month on a flood of diverse reports which led to a Stock Exchange investigation into the dealings, were showing signs of a good recovery.

They closed the session 8p higher at 438p as Phillips & Drew, the broker, recommended the shares ahead of the annual general meeting on Friday. P&D remains convinced that the adverse stories concerning Ladbroke were groundless and that the chairman, Mr Cyril Stein, will be positive about prospects at Friday's meeting.

Takeover speculation in Bridon, the wire manufacturer, intensified as the shares jumped 11p afresh to 225p, after having touched 230p at one stage. Speculators are convinced that Williams Holdings, the fast-growing conglomerate, has purchased Dr Ashraf Marwan's 5 per cent stake in the company and intends to bid.

A bid of 220p per Bridon share has recently been mentioned as a possible opening shot by Williams, but now this may have to be upgraded.

TEMPUS

Storehouse in the firing line

In the military sense, Storehouse is in the killing ground with the rocks behind and the enemy in front. Yesterday the shares took flak, falling 23p to 394p, once again illustrating how badly they have underperformed the market.

While the outcome for the year to April 4 was broadly in line with expectations, with pretax profits at £123.1 million against £106.4 million, the make-up was patchy and the quality of earnings disappointing.

Mothercare was undone by a series of problems associated with its new British distribution network. The roof blew off while under construction. Mothercare ended the year 9 per cent down.

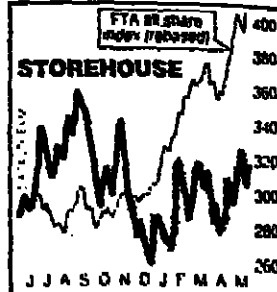
Habitat had a poor first half, managed a recovery in the second half, and closed the year with a 10 per cent profits advance. The colours therefore go to BHS where food space was phased out during the year, and profits were up from £59.8 million to £70.7 million.

Richards made a useful first-time contribution and the joint venture with J Sainsbury in SavaCentre did well.

But for a merged group where great things were expected, Storehouse continues to disappoint - in the short term, at least.

As part of ongoing development and expansion, the credit card launch will mean £1 million in start-up losses for the first two years, and unless there is some magic around the corner, it is difficult to see real profits growth in the year ahead.

The launch of a new nappy, which Storehouse believes should push its market share from 4 per cent to 10 per cent; more of the push-chair market and international franchise plans did not send analysts rushing for their



rattles yesterday. Instead, most trimmed back their forecasts, and now, at best, £140 million is expected.

For the moment, there are better bets in the sector.

Norcros

Mr Terry Simpson and his team at Norcros, the building materials and packaging group, yesterday delivered the goods they promised when defending their jobs and the company against the unwanted £570 million takeover bid from Williams Holdings.

Pretax profits were a record £53.2 million - an increase of 17.8 per cent and slightly more than promised. Earnings per share were up 31 per cent at 28p and the dividend payout goes up 29 per cent to 12p a share.

The deciding point in the battle came when there was a sudden wave of sympathy from the City.

The results confirm that recovery was on the way and Williams had left it too late to make its strike.

The continued drive for efficiency and the introduction of new products should help Norcros to squeeze even further margin improvements from the business and achieve the £62 million profits predicted for the year.

The shares, unchanged at 390p, have slipped from a peak of 450p during the bid battle but look comfortable in sectors driven by strong consumer demand.

Cleaner Sketchley

In the last 18 months, Sketchley has been applying its cleaning skills to its own operations, and the group is now poised to advance on three fronts - consumer services, including dry-cleaning, business services and office equipment.

However, the reorganization has not been achieved without costs. Preliminary pretax profits for the year to March were down 6 per cent to £10.9 million. The profit contribution from new businesses acquired was a little less than the profit foregone on businesses sold, and the continuing businesses improved by only 3 per cent.

In consumer services, two key areas of growth will be in removals and laundry. A

shirt-laundry service for less than £1 should generate enough volume to justify automation of a small laundry plant bought last year.

Having pulled out of the US, the only overseas business is dry-cleaning in Canada where profits are still unsatisfactory.

Workwear is still suffering from its heavy dependence on British Coal, but last year growth elsewhere was enough to counteract this.

But perhaps there is most potential in the highly fragmented office equipment market through Equipu, which was bought last January for £20.8 million.

Profit of £14 million this year implies an undemanding multiple of 14.

WALL STREET

Volcker news hits Dow

New York (Agencies) - The resignation of Mr Paul Volcker, the chairman of the Federal Reserve, yesterday morning sent share prices falling in active trading.

Mr Gerald Simmons, a trader, of Smith Barney said: "He is a symbol of stability in the markets and it was taken very badly." The Dow Jones industrial average stumbled by

20 points on the news before staging a mild recovery which brought it to the 2,279 level - down 9.23 points.

Declining shares outnumbers rising ones by eight to three on a volume of 35 million shares.

On Monday, the Dow average closed 3.34 lower at 2,288.23.

Table of stock market data including company names, prices, and percentages. Columns include company names, current price, and percentage change.

CANADIAN PRICES

Table of Canadian stock prices for various companies like Agropur, Alcan, and others.

BAT INDUSTRIES advertisement featuring a large image of a pen and text discussing international co-operation and company services.

BAT INDUSTRIES logo and list of services: FINANCIAL SERVICES, RETAILING, PAPER, TOBACCO.

Copies of the full speech are available from the Company Secretary, BAT Industries p.l.c., Windsor House, 50 Victoria Street, London SW1H 0NL.

Post Office sale faces tough union opposition

By Edward Townsend, Industrial Correspondent

The probability of a new Conservative government conducting a piecemeal privatization of all but the Royal Mail operations of the Post Office will come as a bitter blow to the Post Office board and Sir Ron Dearing, its chairman, who has lobbied consistently for his corporation not to be broken up.

Sir Ron remained silent yesterday and has avoided any public comment on the merits of privatization. But he has made clear to ministers that the postal service can only deteriorate if parts of the corporation are hived off in separate units to the private sector.

Trade union opposition to the privatization of the Post Office, led by Mr Alan Tuffin, the general secretary of the Post Office union, has been unusually strong.

Sir Ron, who is likely to announce next month the Royal Mail's 11th successive profitable year, reiterated his board's view on privatization last December. Ownership of the Post Office was entirely a political matter, he said.

"However, whatever form of ownership may be decided,

the board says plainly — as a matter of business, not politics — that the corporation should remain as one entity because each part reinforces the other."

Mrs Thatcher's comments yesterday appeared to give tacit approval to most of the recommendations made at the end of last year by the Centre for Policy Studies, the Conservative think-tank, in a study by Mr Robert Albon, an Australian lecturer.

He proposed that the Post Office's constituent businesses be established as limited companies; that the National Girobank, already separate, should be sold; that the Post Office counter services be sold and their monopoly of government agency work, such as paying unemployment benefit, be abolished; that the letter-carrying monopoly be removed; and the obligatory £1 minimum charge by private delivery companies be halved.

But Mr Albon's ultimate proposal that the parcels and letters businesses be sold into private hands has not found government approval. Mrs Thatcher said she felt strongly that the Royal Mail was

different and "we feel it should stay (in public ownership)."

The long period of price restraint, including the rebates on stamp prices, has depressed Post Office profits in the past year. In the 12 months to the end of March, the pretax figure is expected to be about £125 million compared with £167 million in 1985-86. But Sir Ron has pledged to keep postal price increases below the rate of inflation for the next five years.

In 1985-86, the Royal Mail — the collection and delivery of letters and parcels — made a profit of £110.4 million and the counters service, which the Conservatives already consider to be partly in the private sector through the existence of sub-post offices, recorded £26.4 million.

In support of its argument that a piecemeal sale would be wrong, the Post Office says services from other parts of the corporation account for half the costs of the parcels business and half Girobank's costs, while the counters business obtained 40 per cent of its income from selling its services to other Post Office businesses.

Mecca Leisure doubles interim profits to £4m

By Joe Joseph

Unlucky gamblers who have never landed the jackpot at one of Mecca's 77 bingo halls might have done better to put their money on the company.

Shares in Mecca Leisure, floated on the stock market last October at 135p a share, edged up another 2p to 215p yesterday after the company announced a healthy jump in profits during its first half year as a quoted concern.

Pretax profits more than doubled to £4.14 million from £2.01 million in the six months to March 31, with returns from the bingo clubs and the company's entertainment and catering division still dwarfing those from its Warner holiday camps. Shareholders will receive an interim dividend of 1.5p a share.

"We consider that this is a good half-year result," said Mr Michael Guthrie, the chairman, who first steered Mecca

towards independence with a £95 million management buy-out from Grand Metropolitan in December 1985.

He predicted a boost in capital investment from the £82 million spent last year to £27.8 million in 1986-87 as Mecca developed its night clubs, bingo halls, restaurants and leisure complexes into what he called "a 52-week-a-year business" not dependent on seasonal shifts in demand.

He admitted that Mecca was unlikely to see the benefits of many of its recent investments until the very end of the current financial year at best, but said "our investment programme will give us enormous growth opportunities for 1987-88."

Mr Guthrie, explaining the modest overall rise in turnover of less than £1 million to £39.69 million in the first half of the year, said: "It is

necessary to take into account the fact that we disposed of a number of low-profit and loss-making branches during 1986 which removed a significant amount of sales turnover. Adjusting for this, turnover in branches currently trading was about 7 per cent up on a year ago."

He said bingo hall admissions had increased by 2 per cent, a significant rise considering the trend in recent years has been downwards.

Although the introduction of pasta and pizza restaurants into some of its nightclubs has helped to fatten turnover, Mecca's entertainment and catering division suffered badly from the icy weather in January and the closure of five branches for refurbishment. These include Mecca's largest, Le Palais in Hammersmith, London, which is reopening on Saturday.



Taking a bow before an historic debut: Roy Bishko, chairman and chief executive of Tie Rack

Tie Rack floated on record ratio

By Alexandra Jackson

Tie Rack, the fast-growing niche retailer of ties and accessories, is being floated on an historic price-earnings ratio of 31.5 times — a record for an industrial company.

The group will be worth nearly £50 million at the 145p offer for sale price announced yesterday by Samuel Montagu, the sponsoring bank.

None of the existing shareholders, who include Mr Roy Bishko, the founder, is selling shares.

The 8,600,000 new shares being offered will raise £12.47 million before expenses.

Tie Rack, which started as a side-line in a heel bar at London's Oxford Street in 1981, has more than 115 outlets. Ninety-seven are in Britain and the rest in Canada, Ireland, France and the US.

The company has developed an individual form of franchising which motivates the franchisee management while enabling the group to control the location and underlying direction of the business.

The minimum application

will be for 500 shares, which will cost £725 at the issue price.

The offer closes at 10am on Tuesday, June 9.

Mr Christopher Clarke, a director of Samuel Montagu, said the initial response to the issue had been favourable. Sock Shop, a similar niche retailer which came to the market last month, was 55 times oversubscribed and opened at a substantial premium.

Mr Clarke said consideration had been given to other methods of bringing Tie Rack to the market, such as a tender offer and a placing. It was decided, however, that an offer for sale was the best route, given the group's strong consumer base.

Nevertheless, the group wished to have a broad shareholding base which would include institutional investors.

Up to 10 per cent of the issue will be reserved for allocation to employees and other preferential applications.

COMMENT Kenneth Fleet

Dollar's challenge to the new Fed pilot

Paul Volcker's imminent departure as chairman of the Federal Reserve Board has featured in more market rumours than the respected Fed chairman has chewed hot cigars. But the news, when it came, was a surprise. Having built itself up for a Volcker third term, if perhaps a shorter one than usual, the financial world was taken aback by yesterday's White House announcement.

The shudder that the Volcker decision sent through the bond and currency markets was predictable, if a little unfair to the new man, Alan Greenspan. As one analyst wryly remarked: "The dollar would have fallen if they had appointed God."

The change of pilot does, inevitably, cast a different light on the likely course of monetary policy in the United States. Though not necessarily desirable, it was possible, particularly given the dollar's recent strength, for the Fed under Volcker to avoid a rise in the discount rate, despite the strong upward movement in US money market rates in the past two months.

The Greenspan appointment had immediate implications. It immediately took the steam out of the dollar's rally, pushing it below DM1.80 yesterday. And it puts the onus on the new, 61-year old Fed chairman to prove himself by bold-policy action.

Mr Greenspan, who was chairman of the Council of Economic Advisers under President Ford, is regarded as a mainstream Republican economist with sound anti-inflation instincts. What he does not have is the reputation as a dollar hawk his predecessor enjoys. His first comment on appointment, that he thought the dollar had fallen far enough, sought to put this right. This stands in embarrassing contrast with his view a month ago, when the dollar was no higher, that the dollar still had some way to fall.

The new chairman knows the Wall Street bankers, through his consultancy Townsend Greenspan, as well as anyone, but he is much less familiar with other central bankers. His lack of experience in external affairs compared with Mr Volcker is bound to cause nervousness; but it is worth remembering that the underlying problem of the US economy is fiscal not monetary. What the dollar needs most of all is President Reagan to cut the budget deficit, something which is not in the power of any chairman of the Fed, whatever his experience and skills.

What Mr Greenspan probably will do is follow the Volcker line in criticizing America's slow progress in reducing the deficit. And given his comments yesterday about the minimal dangers of a US recession and the need to stabilize the dollar, he is unlikely to shrink from making a move on the discount rate.

The Greenspan appointment comes in the run-up to next week's Venice summit, where it would be unrealistic to expect dramatic new moves on the currency front. That said, yesterday's dollar fall, along with Britain's record \$4.8 billion (£2.95 billion) rise in the reserves last month, shows that the currency accord agreed in Paris earlier this year remains vulnerable.

The worries of US markets and the dollar's fall were predictable, the concern that split over into London slightly less so. But, apart from the daily rumour of impending bad (for the Tories) opinion polls, there were good reasons for a correction. The dollar's fall below DM1.80 took sterling at least part of the way with it, the pound dropping to DM2.96. And neither equities and nor gilts are yet fully decoupled from the New York markets.

As importantly, the bigger-than-expected intervention to hold down sterling last month, together with Chancellor Nigel Lawson's promise that this policy will be continued into the indefinite future, has unsettling prospects for the gilt market. Hence falls of around half a point yesterday.

The net funding requirement for this year has already shot up from around £2.5 billion to £7 billion since Budget day, because of the need to sterilize intervention in the foreign exchange market through extra gilt sales.

The gilt market does not mind foreign demand for sterling assets being reflected in higher reserves and lower interest rates. But it objects to a monthly moving target for funding.

Derby Day enigma

On the eve of the Ever Ready Derby, Hanson Trust showed brilliant but baffling interim form. The most meticulous of numerate Hanson watchers declared themselves puzzled. According to their careful calculations, Hanson might easily have delivered profits £20 million or more higher than published. Lord Hanson is far too wily a market operator to reveal his share-dealing profits. Back-of-envelope calculations point to profits of £12 million to £15 million from the joint raid with Sir James Goldsmith on the Goodyear tyre group in the US. The sizeable stake in Bowater has been cut, perhaps sold off, for a profit in the region of £5 million to £10 million. A rumoured coup in Boots, bought around the 200p mark and sold for 280p or thereabouts, could have added £20 million to the pot.

The most plausible construction is not that the analysts got it wrong, but that Hanson has decided to smooth the dealing profit contribution. Or, if you prefer, to tuck a good deal away for a rainy day.

Randall buys 58.6% stake in Sims

By Michael Tate

Mr Ron Randall, the former butcher who last year sold his Meadow Farm Produce group to Hilldown Holdings for £62 million, has paid £3.6 million for a controlling stake in the USM-quoted Sims Catering Butchers.

The shares, representing 58.6 per cent of the Sims' share capital, have come from Mr Terry Finn, Sims managing director, who trained at the same Waterloo Road, London, butchery school as Mr Randall.

Mr Randall paid 165p a

share in cash and, in line with City takeover rules, is making a similar offer to other shareholders. Few are likely to take his money.

The Sims share price rocketed 85p to 230p on the stock market in anticipation of Mr Randall's plans for the business.

The two former butchers met a week ago, a few days after Mr Randall's 40th birthday.

He "jumped at the opportunity" to obtain an early share listing for his embryonic processing and pack-

aging business after a recent holiday at his hotel in Amigosa spent contemplating his future. He left Hilldown in January.

Sims has struggled since its USM launch in early 1985. Unlike Meadow Farm, which primarily served the large hotel chains, it sold to small, private customers and found difficulty in winning business.

Profits in the first half of the year to end-March were down from £326,000 to £254,000.

Mr Randall, supported by former Meadow Farm colleagues, Mr Douglas Appleby,

once a director of the Boots Company, and Mr David Brady, plans to build a slaughtering, packaging and distribution group. He is believed to be about to complete the acquisition of a packaging business with a turnover of more than £40 million.

Mr Finn, who stays on as managing director of Sims' meat business, said: "It is to the benefit of the company and its 620 shareholders, as the share price already shows. And Ron Randall brings a very strong management team."

Quaint problem for Quant

Archie McNair, chairman of Thomas Jourdan, the company which owns the old Mary Quant empire, is facing an embarrassing problem involving the world's oldest profession. In short, McNair owes certain ladies of the night "quite a considerable sum" for services rendered. The debts date back to the last war and Jourdan's origins as a French company with a London quote by the name of Narsguta Karama — nicknamed Kama Sutra by London dealers. At that time it had mining interests in West Africa with the French workforce regularly entertained by local ladies, giving them bearer warrants to pay for their services. Now McNair, who took over the company and changed its name to Jourdan in the early 1970s, has been forced to open a separate account for their bearer warrants. "Most of the woman probably threw these scraps of paper away not knowing their worth," he says. Now he is considering de-franchising this unusual posse of shareholders. "Mind you, I may consider issuing bearer warrants to pay for my next acquisition," he adds with a twinkle in his eye.

Reactions

Stuart Wamsley, the perennial number one chemical sector analyst, has, I'm told, handed in his notice at last. After protracted negotiations and last-minute attempts by his present employer Greenwell Montagu to persuade him to

THE TIMES CITY DIARY

Man of property

Who said life at the top was profitable? For a company with properties worth £3 billion, Land Securities' payment to its chairman, Lord Samuel of Wych Cross, looks too modest by a few zeros. According to its latest annual report, he receives the princely sum of £65 a year — yes, £65 — and

change his mind, Wamsley has, I am assured, made up his mind to join the American investment house Morgan Stanley. His departure will mean the end of Greenwell's once famed chemicals team — its other members left for merchant bank Morgan Grenfell several months ago.



"I always thought a debit card was a fully-used-up credit card"

the company secretary assures me that is correct. No thoughts have been inadvertently left off, and the payment has, I am assured, remained unchanged for a number of years. But then Lord Samuel does own 450,000 shares and is the beneficial owner of a further 19.45 million on which an 11p a share dividend is paid.

Coffee break

Company switchboards do not always connect you to the person you want — as Senator Claudio Verguror found when he telephoned our very own Times switchboard the other day. After repeatedly asking for the commodities editor and explaining that he was from the Brazilian Coffee Institute, he was put through to Wapping's catering department no fewer than three times. "No, I am not trying to sell you coffee," he kept reassuring the staff. "I am not the man from Kenco."

● A straw poll of election literature in the City seems to be coming out, somewhat predictably, in favour of the Conservative party. A blue and white poster on the walls of the renamed fish restaurant Sweetings, in Queen Victoria Street, reads: "If Labour wins the election, will the last person to leave the country please turn out the lights."

Minister in her prime

Margaret Thatcher, at 61, often looks no older than her political rival, Neil Kinnock, who is 16 years her junior. But it could be that the secret of her vitality and endless energy is now out. According to the latest edition of *Boardroom* magazine, she has been undergoing a course of Hormone Replacement Therapy. The treatment involves her taking replacement oestrogen and progesterone drugs, which would, it is claimed, give her the mind and body of a 40-year-old rather than a 60-year-old. Is it true? "We are not in a position to comment," say the press men at Number 10.

Yarn-spinning

Property developer Flaxyard, making use of its first tenant, *The Observer*, to advertise for further tenants of its prestigious Marcopolo office complex, is obviously struggling to attract the Kensington and Chelsea set south of the Thames. The advert pictures a model of the as yet unfinished building — which looks like a Chippendale-style aircraft hangar — backed by a railway line, and the blurb runs that "from a standpoint of discrimination, *The Observer* has chosen... Marcopolo at Chelsea Bridge". Still trying to place it? A neighbouring site houses one of London's biggest landmarks, a listed building scheduled for redevelopment in the near future. But perhaps Marcopolo at Battersea Power Station would not have quite the right cachet...

Carol Leonard

FINANCIAL TIMES

Introducing a breakthrough in the provision of financial information

Teleshare brings you 'Real-Time' prices from The Stock Exchange as they happen plus a wide range of Financial Information — and a telephone is all you need

NOW AT THE END OF YOUR TELEPHONE LINE

Direct from The Stock Exchange in 'Real-Time':

One, several or as many prices as you require for about 4,000 quoted shares and securities (Alpha, Beta, Gamma) including most major USM listings.

BID, OFFER AND MID-MARKET PRICES ON MANY ALPHA AND SOME BETA SECURITIES

REGULARLY UPDATED STOCK MARKET AND FINANCIAL NEWS BULLETINS

CURRENT INFORMATION ON INTEREST RATES

EXCHANGE RATES AGAINST MAJOR CURRENCIES

NEW ISSUES

THE FASTER MOVING SHARES OF THE DAY

IMPORTANT COMPANY NEWS AND ANNOUNCEMENTS

On just one telephone call to the new Teleshare Service you can enter a whole world of live financial information and select exactly the share prices or news items you wish to hear simply by tapping Teleshare Index numbers on your telephone keypad.

For information you require regularly, you can create your own 'Portfolio'. Each time you call Teleshare, all of your chosen information will be provided instantly.

Now hear Teleshare in action. Simply dial: 0898 500 500 to hear the basic Teleshare Service including the time, the FTSE 100 index and a current Stock Market Summary. This will be followed by an interesting demonstration of some unique facilities of the Teleshare Service.

If you require details of Teleshare please write to: Teleshare Enquiry Service, Telephone Information Services Limited, Dewhurst House, 24 West Smithfield, London EC1A 9DL or telephone (01-236 3600 (24hr Answer Service) 01-489 1946 (during normal office hours). All calls are charged at 30p per minute (peak and standard rate) and 25p (evenings and weekends) including VAT.

RANK XEROX

BCair
nder fi

The day you start to think about how people work in an office is the day you begin to achieve the impossible.

1. How do people acquire information?

Today there is no limit to the quantity of information that technology can bring to people's desks. But the quality of their response leads many executives to doubt the return on their investment in information technology - despite their faith in the strategic value of the information itself.

That's because it only has strategic value when it results in better understanding, better insight, and better communication of that insight.

2. How do people gain understanding?

To help you handle information and collect

your thoughts productively we have developed an integrated workstation concept that will benefit from knowledge-gaining tools and artificial intelligence.

3. How best do people communicate?

We at Rank Xerox have spent the past 20 years asking such questions, analysing the way people work, think, and communicate. This has helped us to develop our office systems architecture embracing both data and document management to support the way people work. Complemented by our strengths in electronic printing, facsimile, scanning and reprographics, the result is the creation and management of high quality compound documents.

An office system based on how people work.

No one understands better than

we do the importance of the strategic decision to invest in an office system.

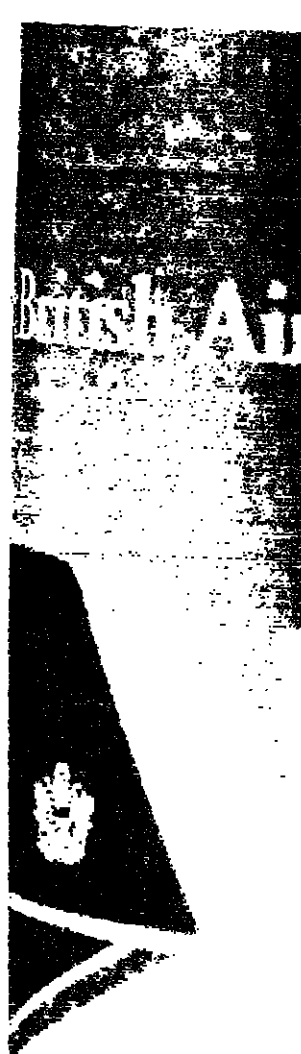
So that you can appreciate how Rank Xerox will help you develop your strategy, a team of executive consultants is ready to present our ideas to you. Naturally, without obligation.

Simply call 0800 010766 to start the dialogue.

The office according to Rank Xerox.



Rank Xerox Office Systems
Changing the face of your company.



XEROX
the strategic decision
appreciate how R...
your strategy
Naturally, without
to start the

BCal's limousines under fire in Tokyo

From David Watts, Tokyo
British Caledonian's inaugural non-stop flight from London to Tokyo flew into local turbulence when it touched down yesterday.

BCal's key to winning a slice of the highly competitive route from British Airways and Japan Air Lines is its door-to-door limousine service for executives travelling in first and business classes.

That service, however, may be a violation of Japan's fair trade regulations and is being investigated by the Fair Trade Commission.

British Airways, which had tried to block the BCal Tokyo application, last night denied it had filed a complaint with the FTC, as did Japan Air Lines. It therefore appears the investigation is being launched by the FTC itself.

The FTC, which comes under the prime minister's office, has the power to initiate investigations and is not obliged to reveal whether or not an inquiry has been started because of an outside complaint.

British Airways, meanwhile, plans to offer free transport to and from Narita airport this week. The airport is at least one hour's drive



Sir Adam Thomson: hopeful that service will be approved

from the centre of Tokyo and can take much longer during rush hour. BA will use the ordinary limousine buses that already travel between the airport terminal in the centre of the city and Narita and various hotels.

Under Japanese law, extras on offer from an airline may not be worth more than 10 per cent of the value of the traveller's fare. With BCal's one-way business class fare to London at ¥405,000 (£1,723) when booked in Tokyo, and the cost of a taxi about ¥50,000 from the centre of the city, it is debatable whether the offering is indeed a breach

of fair trade regulations. BCal argues that the cost of the service is factored into the price of the ticket.

BCal says it did not clear the limousine service with the authorities in advance because it is part of a service offered in many other countries.

"We're flattered that they are investigating us," said a BCal spokesman.

"My impression is that it is being very well received," said Sir Adam Thomson, chairman of British Caledonian. "We're very hopeful that it will be approved. We're already operating it because we had started before we knew there was a complaint."

BCal says it expects to carry 50,000 passengers in the first year on its two weekly non-stops and one Moscow-stopping flight, despite the late start caused in part by a delay in winning over-flight rights from the Soviet Union.

There is a considerable difference between the company's fares charged at either end of the Tokyo-London route. A business class one-way ticket costs the equivalent of £1,723 when bought in Tokyo and £941 when bought in London.

'No cut in Japanese surplus for five years'

The large Japanese trade surplus is unlikely to be reduced in the next five years, the Japanese External Trade Organization (Jetro) said in Tokyo yesterday.

British companies faced a tough task in breaking into Japanese markets, said Mr Huroshi Fujiwara, Jetro's European deputy manager.

He added: "I am at a loss as to what advice can be given to British companies."

"Things are very difficult because the financial system in Japan is very different from that in Britain."

British financial institutions needed patience in waiting to become members of the Tokyo Stock Exchange.

Mr Fujiwara said: "We would like you to wait. The City of London is virtually an international market while Japan is comparatively backward in the financial sense."

He gave favourable views on British and Japanese managements and, referring to workers, said: "The dexterity and skills of the British labour force is just the same as the Japanese."

"I have the impression there is no substantial difference between British and Japanese workers."

He was speaking at a press conference for British journalists after the Anglo-Japanese talks in London at the weekend. The talks are understood to have ended with Japan outlining a timetable for British membership in the Tokyo Stock Exchange.

Mrs Thatcher, Prime Minister, is to join Mr Yasuhiro Nakasone, the Japanese Prime Minister, and other world political leaders for the Venice economic summit, where the Japanese surplus is expected to dominate proceedings.

Thousands of farmers gathered in central Tokyo yesterday to urge the government to stand firm against foreign pressure for further opening of Japan's markets.

Officials of the powerful Central Union of Agricultural Co-operatives said about 3,000 representatives from 4,300 farming groups joined the demonstration.

The farmers were demanding that the government avoid easy compromises on liberalizing agricultural imports at the Venice summit.

Coalite shares fall 4p despite profit increase

Coalite, the fuel and transport group chaired by Mr Eric Varley, the former Labour Industry Secretary, announced a 9 per cent rise in pretax profits to £42.98 million for the year to March 31, largely in line with expectations.

But the City, feeling that Coalite has yet to reap the full benefits of its purchase last November of Hargreaves, the fuel distribution and shipping services group, marked the shares down by 4p to 383p.

Turnover rose to £493 million from £445 million and the company is paying a final dividend of 6.5p, making 8.75p in all, or 1.25p more than last year.

Analysts said falling crude oil prices and high exploration costs hit Coalite's Oilx division, while production and distribution of solid fuels, fuel oils and chemicals was also slightly disappointing.

Coffee countries to review quotas

By Colin Narborough

The leading players in the raw coffee market agreed yesterday to take a fresh look at the way export quotas are shared out as a first step towards ending oversupply and propped-up prices.

Delegates from consumer and producer countries, meeting on Bali, gave the International Coffee Organization's executive board full backing to review quota distribution.

Señor Fritz Dubois, the ICO board chairman, said all board members wanted to start negotiations soon. Brazil, the world's leading producer, which said before the meeting it would not take any cuts in its 30 per cent share of world exports, would also return to negotiations, he said.

Señor Dubois, a Peruvian, said he expected a final com-

promise could be reached before the full ICO council session in September.

Brazil took the main blame for the failure in April of an ICO attempt to restore quotas abandoned last year.

The ICO has been trying to persuade its members to reintroduce quotas from October to counter falling raw coffee prices, which are at their lowest for 25 years if allowance is made for inflation.

Exports by ICO members in the first seven months of the current coffee year fell to 34.8 million 60-kg bags from 41.2 million the previous year, according to provisional figures issued yesterday. Brazilian exports to members fell to 6.2 million bags from 8.6 million, but sales to non-ICO markets rose to 990,000 bags from 899,000.

HFC TRUST & SAVINGS HFC TRUST & SAVINGS HFC TRUST & SAVINGS HFC TRUST & SAVINGS HFC TRUST & SAVINGS

CURRENT ACCOUNT PLUS COPES WITH LIFE'S FINANCIAL UPS AND DOWNS.

And you won't have to pay any transaction charges.

It's quite simple, because like all HFC services, there's no red tape. You don't even have to make an appointment. Just call in anytime between 9 and 5.30 during the week or on Saturday mornings.

And if you want to come in to talk to us about keeping your finances on a more even basis, it's obvious where to find us. Up and down high streets throughout the country. Just phone (01) 200 0200 for your nearest branch.

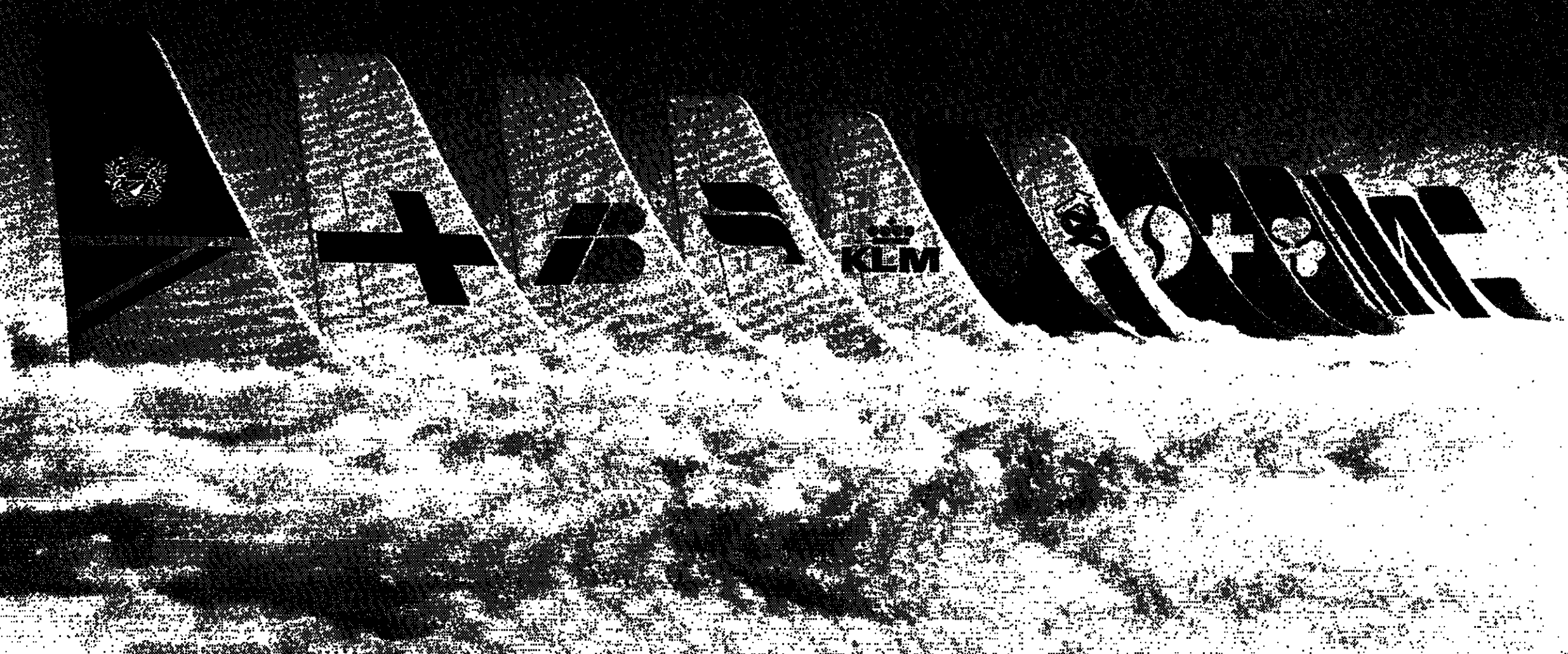
Written details available on request. Marketing Department, HFC Trust & Savings, Cory House, The Ring, Bracknell, Berkshire RG12 1BL.
*Current interest rate on savings is 5.4% net of tax (gross equivalent 7.8%). Interest rate on borrowing will reduce on 1st June 1987 to 1.75% per month (APR 23.1 variable).

CUT THROUGH THE RED TAPE WITH

WE REMEMBER IT'S YOUR MONEY, NOT OURS.

HFC TRUST & SAVINGS HFC TRUST & SAVINGS HFC TRUST & SAVINGS HFC TRUST & SAVINGS HFC TRUST & SAVINGS

British Airways and 12 European Airlines introduce AirPlus.



Airlines are well-placed to know all about business travel. That's why we decided to create the AirPlus Card, exclusively for business travel and expenses.

AirPlus helps you and your company manage your business trips efficiently, before, during and after you travel.

Using AirPlus you can pay for travel, hotels, car hire, business entertainment worldwide, and of course, arrange this through your travel agent. It allows your company to manage its travel expenses better, by giving itemised billing, tailored to each individual company's

needs, not just a standardised formula. With AirPlus, the need for cash advances is reduced and cash flow is improved.

With the strength of Europe's top airlines behind it, AirPlus will be invaluable in making business trips easier and more hassle-free. Companies will find it the most useful card around because it is limited to expenditure in the business environment.

Ring the British Airways AirPlus Section (01-562 0078) or contact your travel agent today, and find out how much the AirPlus Card can help you and your company.



The business card above all others.

System

Swire Pacific Limited

Final dividends for the year ended 31st December 1986
Scrip Dividends

At the annual general meeting held on 28th May 1987 shareholders approved the recommended final dividends for the year ended 31st December 1986, and also the recommended capitalisation issue of shares in the proportion of one new 'A' share for every five 'A' shares and one new 'B' share for every five 'B' shares held on 24th April 1987.

By the closing date of 26th May 1987 for the lodgement of election forms in Hong Kong and London, elections for cash dividends had been received from the holders of 540,602,004 'A' shares and 932,345,028 'B' shares on the record date of 24th April 1987. Accordingly, the following new 'A' and 'B' shares have been allotted to shareholders in respect of the final dividends for 1986 to be satisfied by the issue of scrip:

	Number of new shares issued	Proportion of existing shares in issue (adjusted to take account of the capitalisation issue)
'A' shares	8,127,757	0.6408%
'B' shares	41,981,291	1.4037%

Certificates for the new 'A' and 'B' shares were despatched to shareholders on 2nd June 1987 and The Stock Exchange of Hong Kong Limited has granted listings for and permission to deal in these shares from that date.

By Order of the Board
JOHN SWIRE & SONS (H.K.) LIMITED
Secretaries

Hong Kong
3rd June 1987



Swire Pacific Limited
The Swire Group
Swire House, Hong Kong.

Barclays names board members

Barclays Bank UK: Mr Peter Dawson, Mr Geoffrey Milligan and Mr Peter Ellwood join the board.

Unitech: Mr Pratt Thompson becomes an executive director and Sir Colin Carness a non-executive director.

Arthur Young: Mr Hugh Moor becomes office managing partner, Aberdeen.

Expamet International: Mr John Bryson has been appointed group finance director.

Berwin Leighton: Mr Simon Allan has been made a commercial property partner.

Charles Russell & Co: Mr James Holder, Mr Mark Alsop, Miss Amanda Crowe, Mr Peter Scandrett and Mrs Hilary Tuckwell join the partnership. Mr John Hancox becomes finance director.

Fuji Bank: Mr Tazuo Hashida becomes president on June 26 and Mr Yoshio Araki becomes chairman.

Croydex: Mr Peter Bonner has been made marketing director.

TSB Group: Mr Don McCrickard joins the board. Freer Cholmeley: Mr Maxwell Hudson has been made a partner.

Carless Capel & Leonard: Mr Robert Rayne has become a non-executive director.

Union Carbide Corporation: Mr Joseph Geoghan is elected vice-president and general counsel from July 1.

Reed City: Miss Trish Collins



Trish Collins: divisional director of Reed City

lins has become divisional director.

Citicorp Investment Bank: Mr Simon Hood becomes vice-president, loan syndication/asset sales area.

Sterling Public Relations: Mrs Harriet Weiss and Mr Roger Edwards join the board.

London and Northern Group: Mr Osman Abdullah has been made chairman and chief executive with Mr Raschid Abdullah as vice-chairman.

Ciba-Geigy Plastics: Mr Alan Maltress has been named managing director and Mr John Beadsmore deputy managing director.

Northern Rock Building Society: Viscount Ridley has become chairman and Mr Robert Dickinson deputy chairman.

Seawheel: Mr Martin Tolhurst has been made operations director.

Gallaher offshoot sold to Glynwed for £14m

Glynwed International is buying an Italian thermoplastic valve and pipe business. Formatura Iniezione Polimeri, and its British sister company, FIP (UK), based in Weybridge, Surrey, from Gallaher for about £14 million.

The two companies made profits of £1.4 million last year on turnover of £19 million.

FIP's products are said to be highly complementary as regards range, materials and markets to those of Glynwed's Durapipe subsidiary. The acquisition is expected to appreciably develop and strengthen the group's position in the thermoplastic pipework systems market.

The purchase price will include £9 million of debt assumed by Glynwed. The balance will be paid in 12 months' time.

The sale reflects Gallaher's decision to sell its peripheral activities. The proceeds will be used in the expansion of its core businesses.

BENTALLS: Mr LE Bentall, the chairman, told the annual meeting that, although May was not such a buoyant month for retail sales, trading profits for the first four months showed a substantial increase on last year. He was confident that Bentalls would produce a good, first-half trading result.

DELTA GROUP: Plastools, a maker of moulding tools for plastics based in Middleton, Manchester, has been bought for about £600,000. Plastools is a supplier to high-technology in-

COMPANY NEWS

MONKS & CRANE: Total dividend raised to 3.7p (9p) for the year to March 31. With figures in 2000: Turnover 28.48 (25.31). Pre-tax profit 2.011 (1.512). Earnings per share 10.7p (8.0p).

JAMES NEILL HOLDINGS: Mr Hugh Neill, the chairman, told the annual meeting that 1987 had got off to a good start. Demand had increased and the company was benefiting from cost-savings already derived from reorganization. It was just beginning to see further savings from new plant and machinery.

WYEVALE: Contracts have been exchanged for the purchase of the Gallon Garden Centre at Owersleigh, Dorset. The centre comprises freehold land of 11½ acres, with buildings, fixtures and fittings and stock. The price will be satisfied in cash on completion. Land and buildings will be purchased at £230,000 and fixtures and fittings at £70,000, making £1 million. The new centre will contribute significantly to the group's profitability.

BENNETT & FOUNTAIN GROUP: The group has bought the retail division and certain associated assets, valued by the directors at about £245,000, of Martins of Chelsea, a London-based electrical retailer, for £113,500 in cash and 600,000 new ordinary shares.

ENERGY RESOURCES & SERVICES: Dealings in the company's shares, which were suspended on May 26, have been cancelled following shareholders' approval of reorganization proposals. A Rule 520 has been issued, admitting a new company - Energy and Resources International - to the official list.

LAMONT HOLDINGS: Sir Desmond Lorimer, the chairman, told the annual meeting that profits for the first four months of 1987 were substantially ahead of the same period in 1986 and that he had every confidence in the future.

MACARTHUR: Natures Store has been bought for a maximum of £1.7 million.

PROFITING: Chase Manhattan Securities is placing 6 million, 8.3 per cent, redeemable preference shares, 2002, of £1 each at par. In 1981, Profiting issued 1.01 million 13.75 per cent cumulative preference shares of £1 each. A listing for these shares, by a placing of some of them, is also being sought.

POLYMARK INTERNATIONAL: Management accounts for the first quarter of the current year show that profits are more than double the £115,000 achieved in the first quarter of 1986, the annual meeting heard. Polymark started the year with a record order book and the current position remains encouraging - although delays in completion of contracts by the two laundry divisions are expected to depress profits in the second quarter.

JOHN KNOWLES: The Peter Cox Group, a subsidiary of Mowlem, has purchased the Vermex Group, a pest and bird-control and hygiene services organization. Funding for the purchase will come from the Cox Group's own resources.

ALPHA STOCKS

Company	Volume 000	Company	Volume 000	Company	Volume 000
Alfred-Lyons	3,200	English China	1,100	Rank Org	321
Amstrad	2,800	Fisons	1,800	Rank Hoves	514
Argyll	2,500	Gen Accident	721	Redland	1,300
ASDA-MFI	7,800	GEC	12,000	Reckitt Colman	185
Asx Br Foods	1,200	Glaxo	3,300	Reed Int	1,300
BET	1,000	Globe IT	529	Reuter	750
BTR	4,100	Granada	3,200	RMC Group	331
BAT	2,200	Grand Met	4,200	RTZ	2,000
Barclays	3,000	GUS A	75	Royal Ind	429
Bass	917	GRE	213	Royal S of Scot	918
Beecham	5,100	GKN	1,300	Royal Ind	1,700
Blue Circle	1,500	Guinness	4,800	Saatchi	1,200
BOC	1,400	Hanson	28,000	Sainsbury (J)	1,400
BOV	9,700	Hawker Siddeley	299	Sears	7,100
BPS Ind	483	Hilti	5,200	Sedgwick Gp	307
BPCC	1,800	Imp Chem Ind	3,300	Shel	2,800
Br Aerospace	3,300	Jaguar	3,700	Smith & Nephew	1,500
Br Airways	14,800	Ladbroke	3,800	STC	2,500
Br Comm	271	Land Securities	1,900	Stan Chan	120
Br Gas	31,000	Lloyds	1,700	Storehouse	2,800
Br Petroleum	5,300	Lloyds	1,800	Sun Alliance	372
Br Telecom	12,000	Lornto	4,700	Tarmac	1,800
Bruck	2,700	Marks & Spencer	1,900	TSB P/P	8,000
Bunzl	974	MFCP	1,100	TSB P/P	3,700
Burton	1,800	Madura	413	Thorn EMI	1,400
Cable & Wireless	3,500	Mat West	1,300	Trivalgar House	2,600
Cadbury Schwepp	3,700	Next	7,400	Trusthouse Forte	1,000
Coats Viscella	1,500	P & O Dtd	697	Unigate	967
Com Union	3,800	Pearson	864	Unilever	672
Corn Goldfields	2,200	Pearson Bros	1,500	Unit Sweets	2,500
Coston Gp	573	Plessey	4,300	Wellcome	874
Courtauld	1,500	Prudential	712	Whitbread A'	3,200
Dee Corp	5,200	Racal Elect	3,700	Woolworth	514
Dunlop	2,700				

RECENT ISSUES

Company	Change	Company	Change	Company	Change
Equities		Rolls-Royce (85p)	138		
Airtours (180p)	236 +3	Scandinavian BK (210p)	263		
Astra Hldgs (28p)	39 +1	Select App (135p)	253		
Barratt H (77p)	106 +1	Sharp & Law (125p)	172 +4		
Belmont (115p)	155 +5	Shorlpton (52p)	88		
Bonded Laminates	108	UCL Gp	189		
Burford (80p)	298 +25	Varigen (140p)	161 -1		
Camb Isotopes (55p)	86 +1	Warrington (140p)	211 +1		
Chemway Int	241 +3	Wyevale (120p)	250		
Computer People (230p)	230 -1				
Cundall (125p)	148				
Dorflex (135p)	176				
Flitax	181				
Mifflet	231				
Maroh Gp	123 -1				
Nobo (152p)	197 +1				
Perpetual (180p)	97 +1				
Practical (83p)	105 +8				
RKF	196 -1				
Reliance Sec					

FOREIGN EXCHANGES

STERLING SPOT AND FORWARD RATES

Market rates	Market rates	1 month	3 months
N York 1.8275-1.8460	1.6450-1.6460	0.27-0.24p/m	0.85-0.60p/m
Norwest 2.1888-2.1104	2.2088-2.1104	0.15-0.16p/m	0.51-0.15p/m
Ams/dms 3.410-3.3596	3.3410-3.3473	1½-1p/m	3½-2½p/m
Brussels 61.33-61.80	61.33-61.62	14-7p/m	33-22p/m
Chicago 11.1449-11.2220	11.1449-11.1715	22-26c/s	57-54c/s
Dublin 1.1082-1.1138	1.1082-1.1072	22-26c/s	57-54c/s
Frankfurt 2.9643-2.9610	2.9643-2.9703	7½-1½p/m	3½-3½p/m
London 2.9136-2.9178	2.9136-2.9178	22-26c/s	57-54c/s
Madrid 206.61-207.98	206.61-207.13	¾-1½c/s	3½-3½c/s
Milan 21.36-21.54.51	21.36-21.40.88	1-4c/s	6-10c/s
Oslo 10.8989-11.0285	10.8989-11.0151	4½-5c/s	14½-16½c/s
Paris 9.8206-9.8461	9.8206-9.8160	¾-1p/m	1½-1½p/m
S. Africa 10.2347-10.2547	10.2347-10.2547	1½-1½c/s	1½-1½c/s
Tokyo 233.26-236.99	233.26-233.80	1½-1½p/m	3-4½p/m
Vienna 20.80-21.00	20.80-20.83	9½-8½p/m	25½-22½p/m
Zurich 2.4445-2.4572	2.4445-2.4516	1½-1½p/m	3-2½p/m

Errors in yesterday's figures were due to a technical difficulty. Sterling index compared with 1975 was same as 72.8 (day's range 72.8-73.1).

OTHER STERLING RATES

Argentina austral	2.6421-2.6538
Australia dollar	2.2941-2.2973
Bahrian dinar	1.5125-0.6165
Brazil cruzado	66.4893-56.8036
Cyprus pound	0.7640-0.7640
Danish mark	7.2078-7.2078
Greece drachma	221.25-223.25
Hong Kong dollar	12.6710-12.6228
Indian rupee	20.25-21.02
Kuwait dirham	0.4540-0.4580
Malaysian dollar	0.1054-0.1078
Mexico peso	2060.0-2110.0
New Zealand dollar	2.8424-2.8491
Saudi Arabia riyal	2.0154-1.9733
Singapore dollar	3.4753-3.4792
S. Africa rand (cont)	5.6853-5.6787
S. Africa rand (cont)	3.2191-3.2249
U.A.E. dirham	5.9700-6.0100
Lloyds Bank	

DOLLAR SPOT RATES

Ireland	1.4820-1.4850
Singapore	2.1172-2.1182
Malaysia	2.5200-2.5210
Australia	0.7150-0.7155
Canada	1.3410-1.3415
Sweden	6.3225-6.3275
Norway	8.7280-8.7330
Denmark	6.6290-6.6340
West Germany	6.6290-6.6340
Switzerland	1.4820-1.4840
Netherlands	2.0240-2.0260
France	6.6290-6.6340
Japan	143.40-143.50
Italy	1.9360-1.9370
Belgium (Contm)	37.37-37.43
Hong Kong	7.8020-7.8025
Spain	128.55-128.75
Spain	128.55-128.75

Rates supplied by Barclays Bank MIFEX and Ecolat.

LONDON FINANCIAL FUTURES

Three Month Sterling	Open	High	Low	Close	Est Vol
Jun 87	91.25	91.16	91.35	91.36	4510
Sep 87	91.25	91.46	91.25	91.36	4510
Dec 87	91.20	91.26	91.20	91.22	378
Mar 88	91.04	91.10	91.32	91.22	145
Jun 88	90.90	90.94	90.90	90.74	54
Sep 88	90.80	90.80	90.80	90.74	50
Dec 88	NT	NT	NT	90.34	0
Mar 89	NT	NT	NT	90.34	0

TRADITIONAL OPTIONS

First Dealings	Last Dealings	Last Declaration	For Settlement
May 18	Jun 5	Aug 20	Sep 5

British Gas Shareholders: you must make your second payment by 3pm on 9th June.

The second instalment of one-third of the purchase price of your British Gas shares is now due. If you haven't yet paid it, read on.

If your payment isn't received by 3pm on 9th June 1987, you may lose your right to your British Gas shares, your dividends and/or any entitlement you may have to bonus shares or bill vouchers.

Send your payment at once in the pre-addressed envelope which was sent to you with the statement of exactly how much is now due.

And don't forget to enclose the statement with your payment.

If you haven't received your statement, contact immediately the British Gas Share Enquiry Line, National Westminster Bank PLC, Caxton House, PO Box 343, Redcliffe Mead Lane, Bristol BS99 7SQ (telephone 0272 294 188).

If you have any problems with the statement, contact your bank manager, stockbroker or other financial adviser right away.

British Gas Share Offer

Issued on behalf of National Westminster Bank PLC as Registrar and Custodian Bank.

MONEY

Base Rate %	9.00
Clearing Banks %	9.00
Financial Houses %	9.00
Discount Market Loans %	9.00
Overnight High/Low %	9.00
Week fixed %	9.00
Treasury Bills (Discount %)	
Buying	8.75
Selling	8.75
2 mth 8 1/4	8.75
3 mth 8 1/2	8.75
Prime Bank Bills (Discount %)	
1 mth 8 1/4	8.75
3 mth 8 1/2	8.75
Trade Bills (Discount %)	
1 mth 8 1/4	8.75
3 mth 8 1/2	8.75
Interbank (%)	
Overnight open 9 close 7	
1 week 8 1/4	8.75
1 mth 8 1/4	8.75
3 mth 8 1/2	8.75
6 mth 8 1/2	8.75
12 mth 8 1/2	8.75
Local Authority Deposits (%)	
2 days 8 1/4	8.75
7 days 8 1/4	8.75
1 mth 8 1/4	8.75
3 mth 8 1/2	8.75
6 mth 8 1/2	8.75
12 mth 8 1/2	8.75
Local Authority Bonds (%)	
1 mth 8 1/4	8.75
3 mth 8 1/2	8.75
6 mth 8 1/2	8.75
9 mth 8 1/2	8.75
12 mth 8 1/2	8.75
Sterling CDs (%)	
1 mth 8 1/4	8.75
3 mth 8 1/2	8.75
6 mth 8 1/2	8.75
12 mth 8 1/2	8.75
Dollar CDs (%)	
1 mth 7 10/16	7.62
3 mth 7 11/16	7.69
6 mth 7 5/8	7.62
12 mth 7 5/8	7.62

EURO MONEY DEPOSITS %

Dollar	call	7-8
7 days 6 1/2-7 1/4	1 mth	7 1/4-8 1/4
3 mth 7 1/4-8 1/4	6 mth	7 1/4-8 1/4
Deutsche mark	call	4-3
7 days 3 1/4-3 3/4	1 mth	3 1/4-3 3/4
3 mth 3 1/4-3 3/4	6 mth	3 1/4-3 3/4
French Franc	call	8 1/2-7 1/2
7 days 8 1/4-7 1/4	1 mth	8 1/4-7 1/4
3 mth 8 1/4-7 1/4	6 mth	8 1/4-7 1/4
Swiss Franc	call	1 1/2-1 1/2
7 days 1 1/2-1 1/2	1 mth	1 1/2-1 1/2
3 mth 1 1/2-1 1/2	6 mth	1 1/2-1 1/2
Yen	call	3 1/2-2 1/2
7 days 3 1/2-2 1/2	1 mth	3 1/2-2 1/2
3 mth 3 1/2-2 1/2	6 mth	3 1/2-2 1/2

BULLION

Gold \$454.00-454.50	
Kruggerand (per com, ex vat)	547.00-460.00 (227.50-279.50)
Sovereign (per com, ex vat)	105.50-106.50 (54.00-54.75)
Premium	57.50 (232.80)
Silver	7720.00-7770.00 (4.8800-4.7300)

ECGD

Fixed Rate Sterling Export Finance. Make-up day: May 29, 1987. Agreed rates for period June 24, 1987 to July 25, 1987. Scheme I: 10.54 per cent. Schemes II & III: 10.12 per cent. Reference rate for period May 1, 1987 to May 29, 1987. Scheme IV: 8.875 per cent.

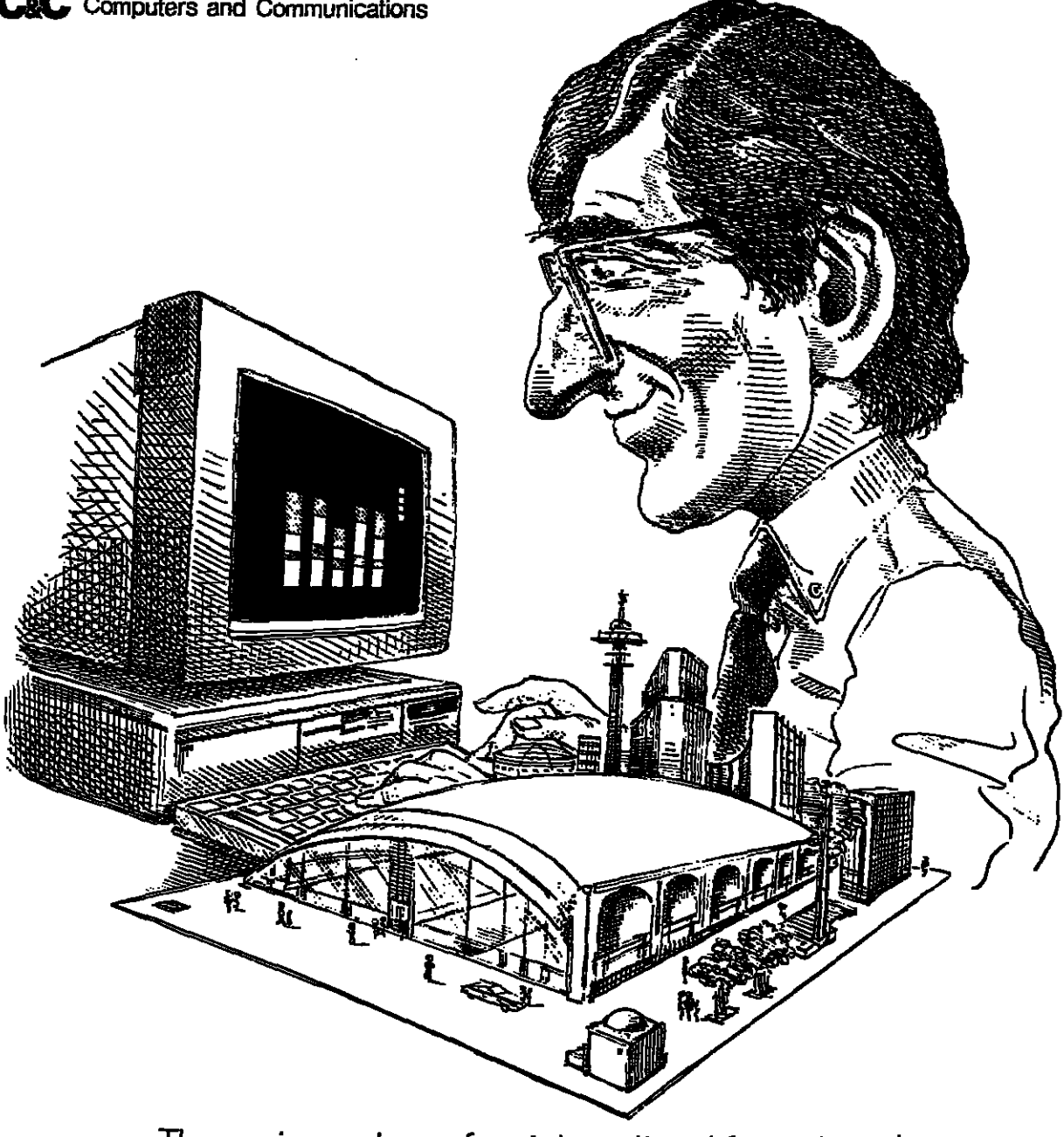
BASE LENDING RATES

ABN	9.50%
Adam & Company	9.00%
BCCI	9.00%
Consolidated Crds	9.00%
Co-operative Bank	9.00%
C. Hoare & Co	9.00%
Hong Kong & Shanghai	9.00%
Lloyds Bank	9.00%
Nat Westminster	9.00%
Royal Bank of Scotland	9.00%
TSB	9.00%
Citibank NA	9.00%

LONDON TRADED OPTIONS

Series	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Alfred Lyons (*224)	360	70	83	95	10	5	9
British Gas (*150)	155	30	89	45	4	7	9
British Airways (*150)	140	24	26	40	5	6	12
BP (*360)	317	54	84	—	3	12	22
British (*279)	220	65	70	77	2	4	6
Cons Gold (*1051)	950	137	154	177	22	34	42
Courtaulds (*466)	360	115	127	—	1	2	—
Com Uncon (*510)	300	29	38	45	5	10	13
Cable & Wire (*402)	330	79	89	105	2	5	9
GEC (*238)	200	38	43	52	2	6	9
Grand Met (*562)	420	148	155	165	1	7	7
ICI (*1472)	1350	153	162	225	13	39	50
Land Securities (*530)	420	117	127	138	2	4	8
Maris & Spen (*250)	200	55	62	69	1	2	4
Rolls Royce (*138)	120	23	30	36	2	4	6
Shell Trans (*1316)	1150	185	202	—	3	8	—
Tratagar House (*273)	300	79	88	96	2	4	6
TSB (*29)	70	23	25	—	1	1	—
Woolworth (*274)	750	135	150	180	3	10	15
Jaguar (*322)	600	9	37	58	35	50	60
Amstrad (*212)	180	33	45	52	2	7	9
Beecham (*531)	400	85	105	117	2	7	11
Booth (*299)	280	24	37	48	1	11	17
BTR (*328)	300	32	45	50	3	10	12
Blue Circle (*944)	800	150	167	187	2	6	10
De Beers (*1130)	1100	120	150	185	10	17	24

C&C Computers and Communications



The senior partner of an international firm of architects and consultants is **Dave Adams**. When you consult him, he consults his Powermate. With its speed, capacity and graphics, he finds that his NEC is the cornerstone of his business. Planning a computer system? Contact NEC on 01 924 1244



No.1 in a slightly dramatised series by NEC.



THE DE LA RUE COMPANY p.l.c.
INVESTING FOR THE FUTURE

The benefits of recent strategic moves are now making themselves felt in De La Rue, and the Board looks forward with confidence to further good progress in the current year and beyond.

Extracts from the Chairman's Statement

BUSINESS DEVELOPMENT
The balance of the Group is changing noticeably as the result of the rapid growth of Crosfield Electronics and of the increased importance of the sector which we call Electronic Security, essentially Payment Systems and Security and Identification Systems.

CURRENCY
The 'core' business performed well during the year, consolidating its position as the world's largest commercial producer of banknotes and travellers cheques by offering superior quality and service.

SECURITY PRINTING
The non-currency security printing side was strengthened by the addition of Bradbury Wilkinson's factories in the UK and the acquisition of Lerchundi SA in Spain. The South American operations performed excellently, but their results suffered from adverse exchange rate movements upon translation into sterling.

CROSFIELD ELECTRONICS
Crosfield has again had an extremely successful year, increasing its trading profit by 40% to £16.9 million. Crosfield is now by far the largest single element in the De La Rue Group and has shown a spectacular rate of growth in the last few years.

PAYMENT SYSTEMS
De La Rue Systems enjoyed the best year in its history to date, while the acquisition of Fortronic since the year end represents an important step towards enlarging our presence in the electronic payment systems field.

SECURITY AND IDENTIFICATION SYSTEMS
Our credit and bank card activities have been put under one management team which takes in also our Identity Systems business. De La Rue Printrak has broken through into profit and, furthermore, has entered this year with a strong order book for automated fingerprint identification systems.

GROUP RESULTS

	Year to 31 March 1987	1986
TURNOVER	£444.1m	£309.8m
PROFIT BEFORE TAX	£55.6m	£49.4m
Earnings per Ordinary share	28.3p	27.5p
Dividends per Ordinary share	12.00p	10.74p

Copies of the Preliminary Report and Chairman's Statement are available from The Secretary, De La Rue House, Burlington Gardens, London W1A 1DL.

☆☆☆☆☆

Main table of Unit Trust Information Service containing columns for various fund names, managers, and performance metrics (Bid, Offer, Change, Yield).

UNLISTED SECURITIES

Table of Unlisted Securities with columns for company names, prices, and changes.

INVESTMENT TRUSTS

Table of Investment Trusts with columns for trust names, prices, and changes.

COMMODITIES

Table of Commodities including Gas Oil, LONDON METAL EXCHANGE, and other market data.

THIRD MARKET

Table of Third Market data including Meat and Livestock Commission, LONDON GRAIN FUTURES, and other market information.

Portfolio - Gold -

From your portfolio card check your eight share price movements, on this page only. Add them up to give you your overall total and check this against the daily dividend figure. If it matches, you have won outright or a share of the total daily prize money stated. If you are a winner follow the claim procedure on the back of your card. You must always have your card available when claiming. Game rules appear on the back of your card.

Table with columns: No., Company, Group, Gain or loss. Lists various companies and their performance.

Please take into account any minus signs

Weekly Dividend table with columns: MON, TUE, WED, THU, FRI, SAT, Weekly Total.

BRITISH FUNDS

1987 High Low Stock Price Chgs % P/E

Table of British Funds with columns: No., Fund Name, Price, Chgs, % P/E.

FIVE TO FIFTEEN YEARS

Table of funds with 5-15 year track records.

OVER FIFTEEN YEARS

Table of funds with over 15 year track records.

UNDATED

Table of undated funds.

INDEX-LINKED

Table of index-linked funds.

BANKS DISCOUNT HP

Table of bank discount rates.

STOCK EXCHANGE PRICES Nervous selling

ACCOUNT DAYS: Dealings began on Monday. Dealings end June 12. Contango day June 15. Settlement day June 22. Forward bargains are permitted on two previous business days.

Prices are recorded at 5pm. Changes are calculated on the previous day's close and may differ from changes calculated by comparing 5pm prices, published the previous day. Where one price is quoted, it is a middle price. Changes, yields and price earnings ratios are based on middle prices. (aa) denotes Alpha Stocks.

Table of stock prices for various companies.

BREWERIES

Table of stock prices for breweries.

BUILDINGS AND ROADS

Table of stock prices for buildings and roads.

FINANCE AND LAND

Table of stock prices for finance and land.

FOODS

Table of stock prices for food companies.

CHEMICALS, PLASTICS

Table of stock prices for chemicals and plastics.

CINEMAS AND TV

Table of stock prices for cinemas and TV.

HOTELS AND CATERERS

Table of stock prices for hotels and caterers.

DRAPERY AND STORES

Table of stock prices for drapery and stores.

INDUSTRIALS A-D

Table of stock prices for industrial companies A-D.

ELECTRICALS

Table of stock prices for electrical companies.

Table of stock prices for various companies.

BREWERIES

Table of stock prices for breweries.

BUILDINGS AND ROADS

Table of stock prices for buildings and roads.

FINANCE AND LAND

Table of stock prices for finance and land.

FOODS

Table of stock prices for food companies.

CHEMICALS, PLASTICS

Table of stock prices for chemicals and plastics.

CINEMAS AND TV

Table of stock prices for cinemas and TV.

HOTELS AND CATERERS

Table of stock prices for hotels and caterers.

DRAPERY AND STORES

Table of stock prices for drapery and stores.

INDUSTRIALS A-D

Table of stock prices for industrial companies A-D.

ELECTRICALS

Table of stock prices for electrical companies.

Table of stock prices for various companies.

BREWERIES

Table of stock prices for breweries.

BUILDINGS AND ROADS

Table of stock prices for buildings and roads.

FINANCE AND LAND

Table of stock prices for finance and land.

FOODS

Table of stock prices for food companies.

CHEMICALS, PLASTICS

Table of stock prices for chemicals and plastics.

CINEMAS AND TV

Table of stock prices for cinemas and TV.

HOTELS AND CATERERS

Table of stock prices for hotels and caterers.

DRAPERY AND STORES

Table of stock prices for drapery and stores.

INDUSTRIALS A-D

Table of stock prices for industrial companies A-D.

ELECTRICALS

Table of stock prices for electrical companies.

Table of stock prices for various companies.

BREWERIES

Table of stock prices for breweries.

BUILDINGS AND ROADS

Table of stock prices for buildings and roads.

FINANCE AND LAND

Table of stock prices for finance and land.

FOODS

Table of stock prices for food companies.

CHEMICALS, PLASTICS

Table of stock prices for chemicals and plastics.

CINEMAS AND TV

Table of stock prices for cinemas and TV.

HOTELS AND CATERERS

Table of stock prices for hotels and caterers.

DRAPERY AND STORES

Table of stock prices for drapery and stores.

INDUSTRIALS A-D

Table of stock prices for industrial companies A-D.

ELECTRICALS

Table of stock prices for electrical companies.

Portfolio - Gold - DAILY DIVIDEND £4,000 Claims required for +58 points Claimants should ring 0254-53272

Table of stock prices for various companies.

OVERSEAS TRADERS

Table of stock prices for overseas traders.

PAPER, PRINTING, ADVERT'G

Table of stock prices for paper, printing, and advertising.

PROPERTY

Table of stock prices for property companies.

MINING

Table of stock prices for mining companies.

MOTORS AND AIRCRAFT

Table of stock prices for motors and aircraft.

SHIPPING

Table of stock prices for shipping companies.

SHOES AND LEATHER

Table of stock prices for shoes and leather.

TEXTILES

Table of stock prices for textile companies.

NEWSPAPERS AND PUBLISHERS

Table of stock prices for newspapers and publishers.

OIL & GAS

Table of stock prices for oil and gas companies.

TOBACCOS

Table of stock prices for tobacco companies.

Ex dividend is Ex all b Forecast dividend is interim payment passed if Price at suspension of dividend and yield exclude a special payment if Pro-rata figures a Forecast earnings is Ex other Ex rights is Ex corp or share split 1:2-free ... No significant data.

MEDIA & MARKETING

With friends like these ...

OPINION

Eddy Shah

The night before the London Daily News was launched, Derek Jameson, who was hosting the Wogan show, invited me on to the programme — along with Robert Maxwell — for what Derek called "a friendly chat" about how the year had gone and what I thought of the new paper.

I walked on to the Wogan set, where a shirt-sleeved Robert Maxwell was sitting with Derek, having already been interviewed. "How do you feel about Today now that it's a failure?" Derek asked. So much for a friendly chat.

"It's not a failure," I replied, explaining that very few news projects succeeded immediately — The Sun had taken 14 years to build its present circulation. Today, Derek insisted, "is a boring paper".

Now I don't believe that I should interfere with editorial freedom, but it irked me that as he criticized Today for being "boring" and a "failure", he was still content to draw £20,000 a year for writing a column a week for the newspaper. I almost sacked him in front of an audience of seven million people. After all, why should he draw a high wage from a company he didn't believe in?

But one cannot blame Derek; he is merely a product of a sector of the British Press that is dominated by those who criticize for the sake of criticism, cynical journalists who have done very little in their own lives yet feel their profession gives them the right to tell others how to live theirs, and are often guilty of the excesses with which they charge their victims.

I don't include the ramshackle tabloids in this because that is a moral dilemma which must be resolved by people who actually buy those papers in order to read about someone else's private life. The ones I criticize are the sup-

posedly responsible journalists who, through their irresponsibility, knock those in our society who do their best but are not always successful. They turned on Freddie Laker — it didn't matter that he was the victim of big business and a falling exchange rate, but still managed to bring international air travel within everyone's reach. Clive Sinclair fell foul of them and they turned on him — not with their poison pens, but with the very keyboards and computers that he had pioneered. Hugh Fraser, who died recently, never stopped trying and that in itself was a triumph ignored by his detractors.

They remember Rupert Murdoch as the man who "sacked" (their expression) 5,000 staff and not as someone who has created many more jobs over the years. And now they are waiting for Richard Branson and Alan Sugar to slip, so that they can turn even the smallest misfortune into a catastrophe.

In America, the media are fierce, but usually fair. Over there, they understand that failure and success go hand in hand — you need a few setbacks so that you can eventually be successful as you learn from your mistakes.

It is a lesson I hope the journalists' committee on Sunday will learn; if they succeed, it will make them more appreciative of the trials in our society. As one who has faced the knockers, I only hope that the "criticize for the sake of it" brigade will ease off and, as Britain surges forward, will encourage those who deserve support.

I still listen to Derek Jameson's Radio Two programme when I'm in the shower. He seems to have become more tempered by success. I hope he knows how to catch himself when they decide he is going to fail.

Eddy Shah launched Today newspaper on March 4, 1986

Praying for a live TV miracle

On Saturday the Pope will say the rosary in Rome, joined live by a billion and a half Catholics around the world — if an ambitious satellite link-up works. Charles Miller reports

In Poland, Mother Teresa will pray; in Caacupe, Paraguay, a congregation of a million will gather to watch; in St Mary Major, the oldest church in Rome, the Pope will lead the way; and at Limehouse Studios in London, a production team will be biting its nails.

The cause is *Prayer for World Peace*, the most complicated live programme ever attempted, linking the Pope with one and a half billion Roman Catholics. *Prayer for World Peace* is an hour-long broadcast on Saturday in which Rome will be put into two-way communication with congregations in 15 other locations around the world, and watched by many millions more of the faithful in their homes. So far no British broadcaster has agreed to show the programme, but the organizers are trying to arrange a special satellite feed to St George's church in Southwark.

Limehouse Studios in Docklands will be the nerve centre of the operation, along with three "sub-control" studios in New York, Frankfurt and at the London facilities house, Molinare, receiving pictures of the various "live" congregations, mixing them and sending them on to Rome and the rest of the world.

The programme is being produced by Global Media, a Los Angeles-based company, whose experience on the worldwide transmissions of *Live Aid* and *Sport Aid* will help it untangle the problems of using 18 satellites at once, allowing the Pope to say the rosary line by line with congregations around the globe. Many of the "inject points" contributing live pictures will be sites where the Virgin Mary has reportedly appeared, often entreating Catholics to say the rosary more

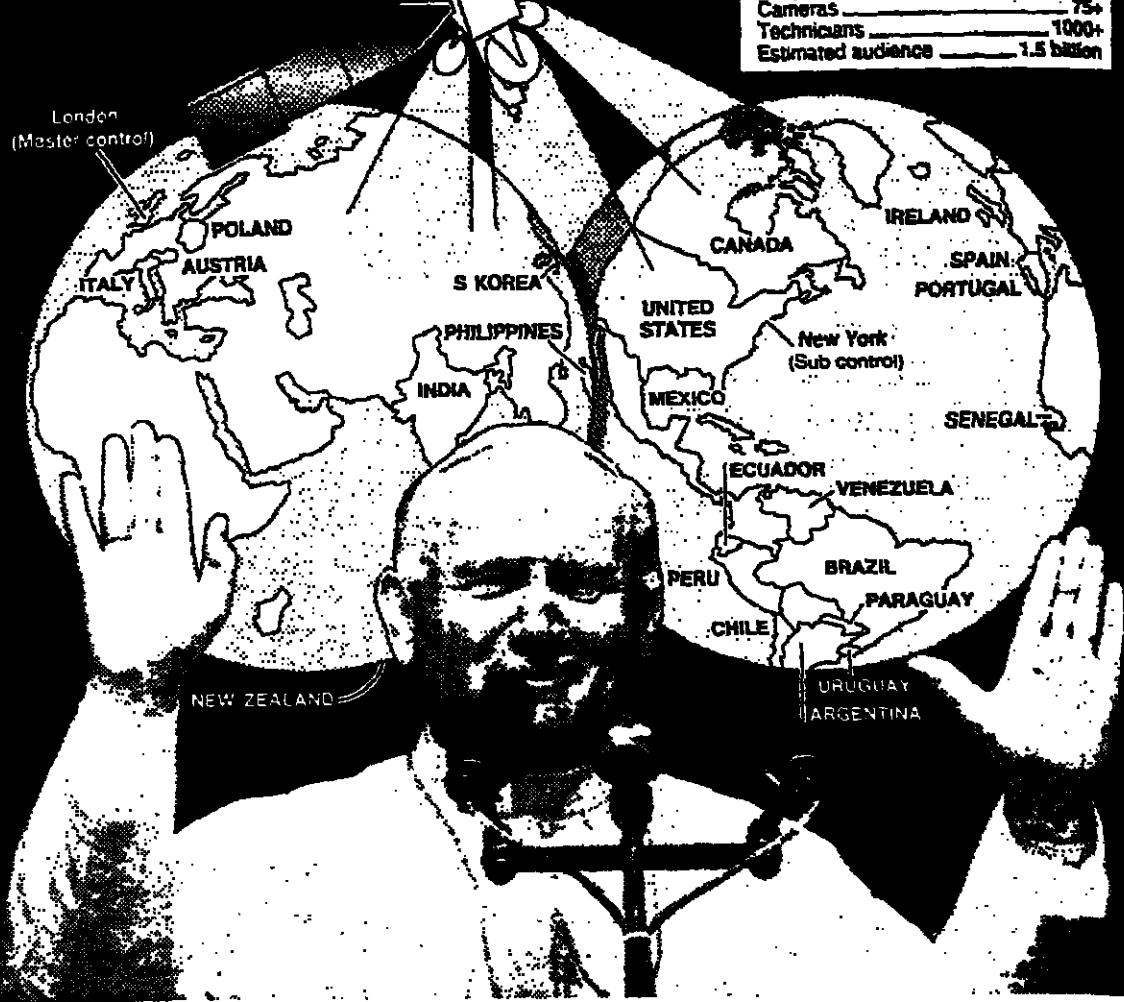
often. Prayers will be said in 10 languages, five spoken by the Pope himself.

In the tradition of previous "Aid" programmes, *Prayer for World Peace* is an act of faith in more ways than one. Nobody knows how many of the places sending pictures back to Limehouse Studios will be ready on the day. The most complex part of the operation is allowing the Pope, as he prays in St Mary Major, to see and hear congregations who are responding to the lines of the rosary as he says them. Satellite delays of one and a half seconds, as pictures are flashed across the world, have to be controlled to prevent the respondents hearing the echo of their chants in the TV pictures bouncing back from Rome and thus getting embarrassingly out of sync with the pontiff.

Like the BBC and ITV, the networks in America have turned down the chance of carrying the programme, but 120 of their affiliated local stations will be taking it and Global Media is encouraging them to send their own crews to churches where the event will be watched on big screens. The signal sent to America will have opt-out points into which these local pictures will be fed.

The soundtrack will also be broadcast on Vatican shortwave radio in 35 countries and on the Voice of America (which by special arrangement will not be jammed by Russia because of Poland's participation). The programme will also be transmitted on the American Forces TV and radio networks and will be available on telephone conference lines in Britain and America. Global Media is additionally offering access to the "talkback" audio circuit (linking all the direc-

How the Pope's peace message will embrace the world



tors and producers) to any interested film and TV students or broadcasters not taking part in the global broadcast.

Dan Fendel, Global Media's spokesman at Limehouse, says the company was set up by a veteran American TV sports director, Tony Verna (inventor of the instant replay), to pursue "global interactive TV projects. Tony calls it The Other TV," says Fendel. "Regular TV you turn on and watch. The Other TV watches you at the same time. We happen to be doing this for the Catholic Church, but we'll do it for anyone. We're not a religious company.

"Television has the power to unite the whole world, but it usually only does it through reporting tragedies and disasters. But there are countless possibilities for staging similar global programmes based on things we all have in common, for example music. We

could show you all the greatest jazz players in the world all at once, or all the great circuses."

The cost of *Prayer for World Peace* is being met by the Bic razor company, a Catholic media foundation, Lumen 2000, and Global Media itself. Fendel emphasizes that Bic is not getting any commercials slipped into the prayer, just a simple acknowledgement at the beginning and end of the programme. Even that will be blocked out in European countries where on-screen plugging of such sponsorship is forbidden. As far as the Church is concerned, the broadcast simply launches a year of prayer for peace.

Global Media has already alerted the Guinness Book of Records, and hopes to find the programme in the next edition under "Biggest Live Television Broadcast". As Robin Barty-King, who is masterminding the production, says wryly: "If it all works, it'll be a miracle."

Global Media is arranging a

comprehensive array of follow-up products that is almost as logically complex as the programme itself. After the programme Mother Teresa will be recording a special message of her feelings about the occasion which, together with the various extra footage shot in America and at other locations, will be edited into a 90-minute videocassette version of the broadcast.

This will be available in as many languages "as there are countries who want it", says Fendel, adding that there have been enquiries already from Japan. There will also be an audio-cassette of the broadcast. Still photographers are being dispatched to every production location so that a commemorative booklet can be compiled. And finally, one camera at every location will be fixed on the production crews themselves, so that a documentary on the making of the broadcast can be put together for distribution in cinemas.

© Times Newspapers Ltd 1987

European Media Sales

A rare opportunity to combine European travel and a career with the UK's foremost business publishers.

We are looking for a European Advertisement Representative created by expansion, this exciting new position will require you to service and expand existing accounts whilst researching and developing new ones. Anything underground from Cable TV to the Channel Tunnels falls within the scope of Tunnels and Tunnelling, an international monthly combining high level finance and high technology.

Sales experience preferably in media, coupled with a good knowledge of European languages is desirable and excellent communication skills, resourcefulness and good organisational ability are essential. It will be necessary to spend up to two weeks at a time in mainland Europe travelling mainly by car.

If you meet these requirements and want to be a key member of a small and highly successful team we would like to hear from you.

Based in London the position commands a highly attractive package comprising salary, commission, a wide choice of company car, five weeks holiday and all the benefits associated with a company of Morgan-Grampian's standing.

Write, in the first instance with a c.v. and a phone number where you may be contacted, to: Chris Banes, Advertisement Manager, Tunnels and Tunnelling, Morgan-Grampian plc., 30 Calderwood Street, London SE18 6QH

The Company is an equal opportunities employer.

Exhibitions Designer

We are looking for an innovative young designer, probably recently qualified, with experience of exhibition and display design.

Applications from those hoping to qualify this year will also be welcome.

This appointment, in a lively, busy in-house design team, handling many national and international exhibitions, is based in the Midlands and includes considerable travel.

The successful applicant must be self-motivated, with the ability to produce high quality working drawings, coloured visuals and be capable of instructing contractors' staff and supervision of on-site building and installation of exhibition stands.

An attractive basic salary is offered, supported by generous conditions of employment.

Please write with full details to:

Staff Manager, British Coal
Robert Hoare, Grosvenor Place,
London SW1X 7AE.
Tel: 01-225 2929, ext. 3459.

MEDIA TELEVISION

Two major television contractors are looking for Trainees for their Sales Department, you will be educated to at least A Level standard with 1 years work experience preferably within sales, or, perhaps a graduate looking to take your first step.

MARKETING AND RESEARCH

Vacancies exist for Trainees in a number of television contractors, working in conjunction with the Sales Departments, and in advertising agencies in the Media Departments. Graduate preferred or relevant qualifications, work experience.

If you are interested in any of the above, write telling us why you would be suitable and enclose your C.V. to:

LIPTON FLEMING
Recruitment Consultants
3rd Floor
76 Shaftesbury Avenue
London W1V 7DG
Tel. 01 734 5991

CLASS OF '87

Let Graduate Appointments help you start a Media Sales career.

We've been working with London's top publishing houses for over 20 years. All offer excellent training, career progression and good salaries. (£8 - 11K).

We need to hear now from graduates who have the potential to promote a range of magazine titles from consumer, to business and computing, to finance.

If you have the communication skills, power of argument and ambition to excel in this young, high pressure environment, ring Kate Wright or Jenny Edgecombe for immediate interview.

GRADUATE APPOINTMENTS
7 PRINCES STREET, W 1 01-225 7202

NETWORK

Recruitment and Services to the Communications Industry

RECRUITMENT CONSULTANT

£16-26,000+ (including basic and commission)

to work within the Public Relations and Advertising Agency fields supplying bright and talented people (technical and creative) to some of the leading names in PR and advertising - large and small!

If you have at least 18 months recruitment agency experience, would like to develop your career further alongside a specialist of 4 years standing, would like the prospect of equity ownership one day, then come and talk to me about your aspirations matching mine on the monthly magazine.

JENNIFER CHILLEY
01-224 9884/47 3823

12 New Burlington Street London W1X 1FF

British Coal

SENIOR DISPLAY ADVERTISEMENT REPRESENTATIVE

Plastics & Rubber

Plastics and Rubber Weekly, the leading and only weekly publication serving the plastic and rubber markets with a display revenue that runs into 7 figures, is looking for a Display Advertisement Representative to cover the South West.

The person appointed will be in their late 20's/early 30's with a proven track record of at least three years sales experience. Energy, enthusiasm and the ability to work amidst a highly motivated and committed team is essential.

An attractive remuneration package, plus a company car - 1.6 Vauxhall Cavalier or equivalent - with an excellent pension scheme and other benefits, make this an ideal opportunity for someone who is destined for bigger things - particularly if you feel you can provide that little bit extra to an already vibrant and successful sales team.

Write in the first instance, together with CV to:-

Gordon Mooney
Advertisement Manager
Plastics and Rubber Weekly
Nelson House
PO Box 109
Scarbrook Road
Croydon
Surrey CR9 1QH

MEDIA SALES PROFESSIONALS DO YOU NEED A NEW CHALLENGE? GREATER RESPONSIBILITY? MORE MONEY? COMPANY CAR?

Did you know that at the time of year there are more job vacancies than applicants - 3 to 1 in fact?

Now's the time to make that move.

What are YOU LOOKING FOR?

- Intimate specialist company or multi-national?
- London-based or world-wide?
- Print and national title or high class consumer magazine?
- Advertising or circulation agent?
- If you need the opportunity to progress as a sales executive or manager, or just need the basic training then WE CAN HELP YOU.
- Call Graham, Sarah, Mark or Geoff now, and take a step in the right direction!

City Recruitment Consultants
58 Houndsditch, London EC3
Telephone 01-623 4688

DOES THIS SOUND LIKE YOU?

You are...

- ★ Energetic and hardworking.
- ★ Self motivated and determined to succeed.
- ★ 22-28 year old (male or female) with at least one year's working experience and FULL DRIVING LICENCE.

The position involves raising funds for a major charity. The work includes visiting secondary schools, speaking to large groups of youngsters and organising fund raising events. In addition you will be promoting the aims of the YMCA including our drug prevention campaign.

Due to expansion, we will have two vacancies commencing Monday, 7th August, within 50 mile radius of London. A CAR IS PROVIDED.

For more details and application form, please telephone: Ms V Morton, National Council of YMCAs, 01-520 5586.

LEEDS PLAYHOUSE

seek a

MARKETING MANAGER

to build customer base in readiness for the opening of the new Playhouse in 1990.

Experience in Arts marketing essential. Salary negotiable. For further details ring Leeds (0323) 442141. Applications with full CV and two referees to:

The Administrator,
Leeds Playhouse, Leeds LS2 3AJ
by Saturday, 20th June, 1987.

Leeds Playhouse is an equal opportunities employer.

PA/OFFICE ADMINISTRATOR

Required by busy publishing company MUST be able to work under pressure shorthand audio and WP skills an advantage. Top salary paid to right applicant.

Please contact Mr. N Castle on 01 538 0948

INTERNATIONAL THOMSON PUBLISHING LIMITED

ENGINEERING CAPACITY

requires a

SALES EXECUTIVE

To sell both classified and display advertising on this successful monthly publication covering the automotive market in the Engineering Industry. Ideally you will have had some sales experience either in a technical environment or face-to-face and be a natural born winner, enthusiastic and determined to succeed. Engineering Capacity has been developing greatly during the past year and now requires the services of a dedicated and self-motivated person who will help us take our next stage of development which includes working on a directory and close involvement with a number of major exhibitions, in addition to selling on the monthly magazine.

Full benefits of working for an International Company including Training, TV's, high starting salary and bonus along with good career prospects.

Telephone me now:
J H Shick, General Manager, Engineering Capacity
199 Avenue Road, London, NW2 2P
01-935 6611 ext. 2436

MEDICAL SALES

£14,250 basic + bonus + BEN CAR

Our well established medical division has currently 75 new positions in manufacturing/research based companies. Looking for someone in pharmaceuticals/medical equipment and disposables selling to hospitals/gps and chemists.

Considering a move? Place yourself with the professionals and let us place you!

Call Terry Crystal on 01-651 3275 (28 lines, ANA type cons)

SELL THE WORLD

We are an independent and fast growing Travel Company, which needs an experienced independent minded creative marketing person to promote our tour brochures and promotional material to expand our horizons.

You must be aged 28 to 45, have your own car, proven creative ability to sell, dynamic personality and experience of selling incentive travel advantageous. Salary £20,000 +, inclusive of commission + benefits.

(Basic Salary upto £13,000 pa)

Please call Corine on 01-735 8368, or write, with CV to: 324 Kensington Park Road London SE11 4PD

ANIMATION FILM PRODUCTION COMPANY

Require young enthusiastic person, Typing skills essential to help run busy West End Office.

Telephone Simon 01 437 2450

SALES PERSON

to sell high quality decorative interior. Experience of interior design an advantage.

Design an advantage.

Sherry K13 2898
Tel: 01-842 9762

ASSISTANT EDITOR

for 24hr Company Christian (formerly East Magazine) Must be experienced Journalist and committed Christian.

Contact: Hazel Southam, Jazz Magazine, Elm House, Sherry K13 2898
Tel: 01-842 9762

SUB-EDITOR AND REPORTER/SUB-EDITOR

wanted for busy expanding newspaper group in Somerset, Cornwall.

Cliff Humphrey, Editorial Director, Mid Somerset Newspaper, Southwell, Wells, Somerset BA8 2AA. Tel: (0746) 7681.

SUPERCHROME

One of London's most prestigious photographic laboratories requires a sales person, to help us continue our rapid growth. The applicant will not necessarily need existing accounts but should know the industry well.

In return for your efforts you will receive an attractive package with the added bonus of working in a young, friendly environment.

Please write to: Craig Beacher 125-124 Grosvenor Street London W1C 3JF
Tel: 01-886 8362/7778

Prints of Arabia

Technical and Relations

FRESH START

CALL 377 6777

Middleton Jeffers

ARTISTS AND PHOTOGRAPHERS ADMINISTRATION

MEDIA & MARKETING

Prints of Arabia

London is the new centre of hi-tech publishing for the Middle East

The late Egyptian President, Gamal Abdul Nasser, knew the value of getting his message across. He insisted that Radio Cairo should have the most powerful transmitters in the Middle East and built the so-called "semi-official" newspaper *Al-Ahram* into the leading international voice of Arab opinion.

Thirty years later Arab countries are keener than ever to be heard. For the last decade London has been a leading centre for Arab media, but its role is changing from passive service to active hi-tech operating centre.

In May 1980 the London-based Saudi-owned daily, *Shawq al-Awsat* (*The Middle East*), became the first newspaper in the world to use international facsimile transmission. Today, from editorial offices in Holborn employing 200 people, *Shawq al-Awsat* pumps out copy to printers in London, Jeddah, Riyadh, Dammam, Casablanca and New Jersey. In all, 140,000 copies are produced (about 10 per cent in London). It calls itself the only newspaper printed simultaneously on four continents.

Now *Shawq al-Awsat* is gearing up to cater for the half a million Arabs who visit Europe each summer. On April 25 it launched a special weekly section in its London edition. Next month, with an investment of more than £3 million, spent largely on British scanners, it introduces the first newspaper satellite link with Frankfurt.

And *Shawq al-Awsat* is not stopping there. This autumn it is buying its own printing press in London.

Andrew Lycett

Saatchi and Saatchi may be called in to improve London's police image. Angela Neustatter reports

Gentle arm of the law

The news that the Metropolitan Police have been having talks with Saatchi and Saatchi brings mischievous thoughts to the mind of advertising executive Tony Toller who can visualize "a fabulous campaign" with the friendly village bobby, a veritable Mr Plod from the world of Enid Blyton, being resurrected.

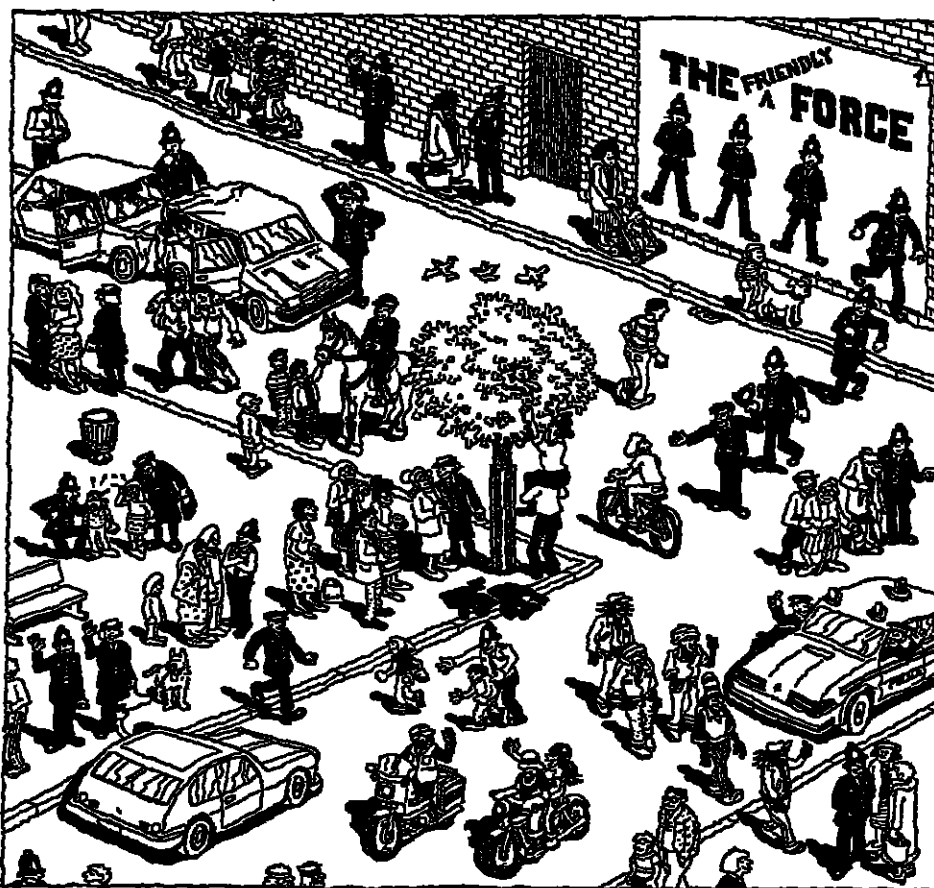
Not likely, or even appropriate, he concedes, but what are the police after? The fact that they are chewing the cud with a top ranking advertising agency suggests that they feel some kind of concerted action is needed, and their popularity rating has, allegedly, fallen by some 10 per cent over the past year.

At the Metropolitan Police headquarters they are circumspect about it all. A spokesman assures me the exploratory talks are not connected to the idea that the police have a bad image, but he says: "The police are always concerned at getting what they do across to the people."

A tougher line is taken by Brian Hillyard, editor of the *Police Review*, who points to polls showing the drop in police popularity and feels that a positive campaign to boost the police image would be a very good thing. He says: "There is a police chief in Buckingham who got into the press recently because he gave an order to the force that everybody should smile."

"He was recognizing what the management now wants—a force which comes across as friendly, but I don't think an advertising campaign with billboards of smiling policemen would be quite right."

"The problem the police have to tackle are those caused by the loss of individuality which has come with police travelling in van loads and descending on a situation, and by the police being closed and unhelpful when a situation occurs where the public is upset. The idea of a policeman as an individual who can be



helpful and on the public's side has been slipping.

"So I believe a pro-active publicity campaign is needed, a kind of Saatchi and Saatchi flying squad to arrive on the scene when things are going wrong and they are getting hostile publicity, to help them handle it right."

"Take the cases of Cherry Grove and Stephen Waldorf; there was no way the police behaviour could have been defended, but a good consultant would have been able to help them present a satisfactory public answer and make themselves as open as possible to the public."

But he acknowledges a problem the police face in trying to get across a palatable image: "The media created the public image of the police more powerfully than anything else and they are not inclined to present friendly, village bobby stuff even when it happens. This reinforces my belief that what is needed is a campaign to combat what the media presents."

Saatchi and Saatchi are keeping very quiet about any thoughts they may have on improving the public image of the police, but other advertising agencies have been more forthcoming with ideas.

Dave Christensen, creative director at Lowe, Howard, Spink thinks it would be a tricky campaign because the adman or woman would have to balance his or her ideas of how best the police could be effectively portrayed against the things the powers at the Met have in mind. But given a free hand he would, he thinks, take a lot of inspiration from "a very good and powerful

are also seen to be doing unpleasant things."

Tony Toller, creative director at The Creative Business, makes the point that if the police were suddenly seen to be spending a lot of money on advertising themselves, they would get harangued for using public money that way. Instead he would think of approaching organizations with a vested interest in getting the public to develop better relations with the police.

He says: "I see it more as a PR exercise than straight advertising. For example, you get on to some of the big insurance companies which have an interest in reducing crime and get them to advertise on the lines of 'If you have a lot of things worth protecting in your house, ask your local policeman for advice and if you build up a rapport we'll knock 5 per cent off your next premium'."

"The real point of all this is that it would be a practical way of involving the police with the public. It might break down some of the hostile ideas about them, some of the fears and the feeling that the only encounters people have with the police are unpleasant ones."

There has been some recent advertising concerning the police, commissioned by the Tory Party. Large posters showing a long arm of the law grabbing a dishevelled looking young man, bear the words: "10,500 more policemen are helping the police with their enquiries."

Brian Hillyard is not impressed: "It doesn't present a pleasing image of the police" he thinks, and, tactically, it is a mistake for the police to appear to be aligned to a political party. Which brings him back to the talks with Saatchi and Saatchi: "If the police were to choose the agency which has so successfully promoted the Tories, then this is surely what they would be seen to be doing."

©Times Newspapers Ltd 1987

Up-market on Sunday

The arrival at *News On Sunday* of David Jones as executive editor indicates the paper's likely change of editorial direction after the publication of its new business plan in three weeks' time. Sales figures are less than half its initial 800,000 circulation target, underlining the NOS's failure to carve out a commercial niche as a left-wing, down-market tabloid.

From a smaller circulation base the paper's only hope is to attract greater advertising revenue as a more up-market read for young left-of-centre professionals — a sort of *Sunday Guardian*. That would be a job perhaps more suited to the ideas of an investigative television producer than to the *Sun*-trained talents of Keith Sutton, the present editor.

No one at the NOS, however, seems to know a great deal about the new executive editor. Jones is a "career journalist", according to a NOS spokesman, Kevin Mousley, and has worked for Granada Television's *World In Action* and latterly on documentaries for Central Television. "He also worked on light items for Granada," is Mousley's helpful afterthought.

In fact, Jones's most recent work for Central's *Viewpoint '87* network documentary slot has included two films on schizophrenia last year and a film critical of the present system of police complaints procedure this year.

On line

After several years of despair, the cable television industry is experiencing an enormous surge of confidence. Boosted by rising subscription levels, it now believes that the Cable Authority is about to accelerate the piecemeal franchise process by awarding a new franchise covering the entire city of Birmingham. The industry is also optimistic that a new Tory government will remove the regulations of satellite TV from the IBA and hand it to the Cable Authority.

may have extended broadcasting hours but it has not extended the quota of imported programmes (14 per cent) the companies are allowed to buy in. This will mean that companies will use up their American films and series late at night, and will have to find British programmes, probably repeats, to show in the afternoons. For this relief, the households may say, much thanks.

Briefing . . .

Women's Wear Daily, the bible of the American fashion industry, is to launch a version of its consumer lifestyle off-shoot, the magazine *W*, in Britain this autumn. . . . The British DBS consortium, BSB, may test-run its new programme service on the French DBS satellite, which is due next year. . . . Saatchi and Saatchi Compton has identified cinema advertising — already almost fully sold for 1987 thanks to booming audiences — as the coming medium for reaching ABC1 adults under 25. . . . Former *Tube* producer Malcolm Gerrie is to head a new television production subsidiary of leading pop promo outfit, MGM. . . . ITV's European cable entertainment service, Superchannel, is to be repackaged and marketed to American cable operators. . . . The *London Evening Standard* plans to launch its weekly colour supplement next month.

David Housham

Hand-me-downs

According to the latest figures from the National Readership Survey, the British are becoming more possessive with their magazines. The survey for the six months ending in March shows only one of the top 20 titles, *Just Seventeen*, has increased its number of readers per copy compared to the same period last year. The men's magazines *Mayfair* and *Fiesta* registered the biggest drop — one-third — in their pass-on readerships.

Flow-through

Thames became the latest ITV company to introduce late-night viewing this week, but tonight's film, *Appointment with Fear*, which starts after the news at 2am, may not be the shape of things to come — it is British. The IBA

Technical Public Relations

The demand for good technical journalists and capable P.R. professionals has increased to a point almost beyond belief. (Age range 24-42 years)

We have both 'in house' and Consultancy positions to fill at all levels in London and along the M4 Corridor as far west as Bristol.

If you would like some professional advice, or wish to know more about the vacancies we have — please call Carol Taylor or Judy Nethaway on 01-236-7307, 20, Cousin Lane, London EC4R 3TE.

We are known for our professional and confidential service.

VICKY MANN & ASSOCIATES

SEARCH AND SELECTION SPECIALIST IN P.R. AND MARKETING

A FRESH START

If you are in your early 20's and serious about your career, take this special opportunity to be trained in a new and challenging field. To succeed in this sales-orientated environment you need to display a positive and determined manner and enjoy liaising with clients by telephone, confident in producing 1st rate results. Other basic skills include typing of at least 35 wpm, good spelling together with a general office background. Salary as a trainee will be £9,000 which will be quickly reviewed and results-related bonus ensure high financial returns along with excellent benefits and long holidays. Definite promotion prospects.

CALL 377 6777

Middleton Jeffers

RECRUITMENT LIMITED

ARTISTS AND REPERTOIRE ADMINISTRATOR

Required for Classical Record Company recently relocated to Colchester. This interesting position demands a good knowledge of the classical music world, and involves extensive liaison with our growing list of international artists, as well as critics, reviewers, etc. Salary according to experience.

Please apply with full C.V. to: CHANDOS RECORDS LTD, Chandos House, Commerce Way, Colchester CO2 8HQ

Nielsen Marketing Research

GULLIVER HAS BROKEN HIS CHAINS... DO YOU WANT TO BREAK YOURS?

Then stride this way with the World's Leaders towards £20,000 + prestigious car.

We offer exceptional career development opportunities in Marketing Research Consultancy for experienced Account Executives, Managers and Directors.

Working mainly in FMCG markets, Nielsen executives provide a comprehensive range of business services designed to aid our clients to optimise their growth opportunities.

Successful applicants will be numerate, confident in negotiating and selling at senior levels, and computer literate. Ideally, you will already be working in the FMCG area and be experienced in the professional presentation of visual material and problem solving data analysis.

Based in Oxford we offer an attractive benefits' package associated with this dynamic international organisation.

Sort out the reality from the myth, contact us now . . .

Please write in confidence with full career history and current salary details to Bev Leary at the address below.

Nielsen House, Headington, Oxford, OX3 9RX

DETERMINED? ABLE?

Need £400-£800 on average per week? Then telephone me this week if you are aged 22 - 50, speak well and are reasonably intelligent/educated, work is in Central London during weekday office hours only and you do not need your own car or home phone.

Telephone Robert Brown on 01-833 8155 or 01-833 8156.

TRAINEE

Leading city on modern computer system with proven training skills to you. Contact the Training Dept. Technical Knowledge of PC's including Lotus 123, experience of information systems of the computer industry and willingness to travel essential.

Middleton Jeffers

LES VACANCIES IMMEDIATE EARNINGS COVENT GARDEN (AGE 20 +)

- Our top sales persons' earnings are in excess of £30,000
- Vacancies for experienced people and trainees
- Excellent prospects for the get up and go individual

Telephone today 01 379 3036 Carol White James Ward



A BETTER CV

For help in getting that first interview. Tel: 0902 733505 Answer machine after business hours.

HORNETS REQUIRE A YOUNG ENTHUSIASTIC SALES TRAINEE

Salary negotiable but will include basic salary, car and very high commission earnings for the successful applicant.

Enquiries in writing or by phone to: MR HASSELL, HORNETS LTD, 7 Goudge Place, London W1, Tel: 01 636 1515

INTERNATIONAL THOMSON PUBLISHING LIMITED

ENGINEERING CAPACITY SALES EXECUTIVE

To sell both classified and display advertising on this successful monthly publication covering the automotive market in the Engineering Industry. Ideally you will have had some sales experience either in a vehicle environment or face-to-face and be, by nature hard working, enthusiastic and determined to succeed. Engineering Capacity has been developing greatly during the past year and now requires the services of a dedicated and self-motivated person who will help us into our next phase of development which includes working on a directory and a new magazine. Full benefits of working for an International Company including Training, N's, high earning salary and bonus along with good career prospects.

Telephone me now: J H Stachi, General Manager, Engineering Capacity, 100 Avenue Road, London, NW3 3TP, 01-925 6611 ext. 2436

£15,000-£20,000 PER ANNUM SALARY AND COMMISSION

That's what our Sales Executives receive. If you have a proven track record in sales and wish to work on publications sponsored by The Stock Exchange, The Daily Telegraph and the Daily Mail, amongst others, call Mike Stamford on 01-609 9373 or 01-607 8088.

MANOR HOUSE PRESS LIMITED
An Oxygent Publishing Limited Company

GROUP TRAINING OFFICER

£9,000 + bonus + car

Required by well established Weekly Newspaper Group based in North London, publishing both paid for and free titles. You will preferably have experience as a Sales Trainer or Manager responsible for staff training in a fast moving commercial environment. Your duties will include the training of our 45 sales staff at all levels from telesales to junior management. If you think you have the drive and ability we require please write or telephone Garry Matthews, North London and Herts Newspaper Group, 22 East Barnet Road, New Barnet Herts, EN4 8NP Tel 01 441 3003.

CLASSIFIED ADVERTISEMENT SALES EXECUTIVES

Tired or commuting, seeking more responsibility, greater appreciation and remuneration! This must be the opportunity you have been looking for

Maclaren Publishers part of the highly successful, fast expanding EMAP Group are seeking experienced telephone sales people to join their Classified Advertising Department, based in Croyden, Surrey.

You should be able to demonstrate a determined, dynamic approach to space sales in a fast moving environment. In return we will offer you an exceptional salary package, 5 weeks holiday, sales training, I.V's, BUPA and Employee Share Option Scheme.

If you are between 19-32, are confident in your capacity to deal with business people at all levels and enjoy working consistently hard under pressure — where results are well rewarded, you could be the person we are looking for.

Contact: Diana Simmons
Classified Sales Manager
Maclaren House
Scarbrook Road
Croyden
CR9 1QH
MACLAREN PUBLISHERS LIMITED
A member of the EMAP Maclaren Communications Group.

THE BURLINGTON MAGAZINE

Promotion/ Circulation/ Assistant

Responsible, under the supervision of the General Manager, for promoting the magazine to potential subscribers, handling subscription enquiries, overseeing subscription administration, and dealing with any other matters relating to the circulation of the magazine.

The ideal candidate will be a good communicator, enthusiastic, highly numerate and literate, with some knowledge of art history and the art world, and a good grasp of detail. Typing is essential; languages (French/German/Italian) useful; some experience of magazine publishing or of promotional/PR work would be an advantage. Suitable for recent graduate.

The Burlington Magazine is a leading international monthly magazine covering the fine and decorative arts. The successful applicant will be working as part of a small team in a friendly and informal atmosphere. Salary according to age and experience.

Applications with CV stating present salary and the names and addresses of two referees should be sent to: Miss Kate Trevelyan, General Manager, The Burlington Magazine, 6 Bloomsbury Square, London WC1A 2LP (Tel 01-430 0481).

IMPORTANT NEW POSITION ASSISTANT EDITOR

£10,000

A major Financial Company in the City is seeking an Assistant Editor for its publication area. Previous experience in Publishing/Commercial environment to enable the successful applicant to assist in assembling copy material for the three newspapers and annual review and joint review and checking for other publications. Career progression envisaged.

Please call Roy Stobson on 01 754 8763 or C.V. to: STOCKTON ASSOCIATES, 36 - 38 Glasshouse Street, London W1T 5RH

CREATIVE & MEDIA COMMUNIQUE

BBC APPOINTMENTS

REGIONAL TELEVISION MANAGER

South-West
Plymouth

A challenging opportunity to provide the editorial and management leadership at this fast growing BBC centre. BBC South-West in Plymouth has established a first-class reputation for the production of documentaries and features, many of which are subsequently networked. *Spotlight* is one of the most-watched regional news magazines in the country and the Region has recently won a new network commitment for *Waterfront*, the maritime affairs magazine.

You will carry line management responsibility for all the stations functions and provide creative leadership for the teams producing regional and network programmes. The efficient and economic use of resources and new developments will all form part of your wide ranging brief.

Sound editorial judgement and proven programme production and management experience should be backed by knowledge of news and current affairs operations and a flair for developing and finding the backing for new programme ideas. You will need to be committed to the role of the BBC in the South & West and, ideally, will be familiar with the Region and its concerns.

Completed application forms should be returned by Monday, 15th June 1987. (Ref. 1510/T)

BENGALI PROGRAMME ORGANISER

Central London

The Bengali Programme Organiser works to the Head of Eastern Service and is responsible for broadcasts in Bengali to Bangladesh and India and for managing 11 staff. The programme output of one hour and five minutes a day has a strong emphasis on news and current affairs.

You should have a sound knowledge of international affairs, particularly of South Asia, and of British domestic and foreign policy. You will need first-class news judgement and programme sense, the ability to lead an experienced and enterprising team of broadcasters, and the capacity to work effectively under pressure.

The other attributes we look for are experience in the production of topical programmes, first-hand knowledge of South Asia and an understanding of the history and culture of the region. If you are not already proficient in Bengali you should be prepared to acquire a degree of proficiency in the language at an early stage.

Salary £15,805 - £20,957. (Ref. 3623/T)

NEWS PRODUCER

Radio Cambridgeshire
Peterborough

An experienced and imaginative journalist is needed to lead the news operation in the cathedral city of Peterborough. This is an opportunity for a self-starter who wants to make the most of an expanding city which is surrounded by unspoilt countryside and villages.

A record of uncovering hard news stories - along with a flair for lighter items - is essential. A good microphone voice is needed and there will be a certain amount of administration and publicity work involved in the job.

Current driving licence essential.
Salary £10,412 - £14,725** (Ref. 3655/T)

Salaries currently under review.
Relocation expenses considered.

**Plus an allowance of £1,020 p.a.
***Plus an allowance of £597 p.a.

Contact us immediately for application form (quote appropriate ref. and enclose C.V.) BBC Appointments, London W1A 1AA. Tel. 01-227 5799.

We are an equal opportunities employer



Marketing Director

Wallcoverings

North West c£40,000 including Bonus, Car

Coloroll is continuing its exceptional growth, £5m to annualised sales of £450m in nine years, and maintaining its market leadership by innovative and aggressive marketing. Wallcoverings is a major Division with a turnover of over £50m, 30% of which is overseas.

Reporting to the Managing Director, the Marketing Director will play a significant part in the management team with full marketing responsibilities, including product strategy, new range launches, pricing, promotions and stock management.

Candidates will be in their late 20's/early 30's and educated to graduate level. We are looking for a top flight marketing/business professional from FMCG or related consumer business. Entrepreneurial flair, total commitment and general management potential are key priorities.

Opportunities for career advancement are exceptional and judgements are based on merit rather than age. The remuneration package includes a high basic salary, profit related bonus scheme and a top quality executive motor car, as appropriate to this growth company.

S.A. Lievens, Ref: M13009 ST. Male or female candidates should telephone in confidence for a Personal History Form, 061 832 3500, Hoggett Bowers plc, St James's Court, 30 Brown Street, MANCHESTER, M2 2JF.

Hoggett Bowers

Executive Search and Selection Consultants

BIRMINGHAM, BRISTOL, CARDIFF, GLASGOW, LEEDS, LONDON, MANCHESTER, NEWCASTLE, NOTTINGHAM, SHEFFIELD and WINDSOR

PUBLIC RELATIONS APPOINTMENTS

GRADUATE OPENINGS

If you generally have a desire to enter Public Relations, then we have two outstanding graduate openings in the field of Property and High-Tech respectively. Both will utilize your writing skills and develop your communication, organizational and planning skills. We offer excellent training, a progressive career structure and an attractive remuneration package. If you are a graduate with a 2:1 or better in a relevant degree, please contact us for an application form.

PROFESSIONAL PR

An excellent opportunity for a Public Relations executive has arisen with a well-established Marketing-based Design Consultancy. Within this sought-after environment you will be responsible for developing and executing PR strategies for existing clients, as well as developing new business opportunities and looking after internal communications. Utilise your excellent writing skills, established press contacts and 3-4 years in the Professional Services field of Public Relations to secure this exciting post. 0263

FINANCIAL

Our client - one of the most prestigious Computer Communications consultancies is expanding rapidly and looking to recruit experienced executives for its PR Division. If you have 2 years or more City or High Street financial PR experience, excellent press relations and a strong and determined personality then call us and see if this is the move for you. £14k

FMCG IN-HOUSE

Within this well-known organisation you will be engaged in a wide range of food products and services. You will need a PR experience to both the consumer and trade press. Rewards and benefits will match your experience and expertise. You will need a PR experience in a food related environment, excellent trade and consumer press contacts, and a proven ability in handling and executing PR campaigns. If you are a self-starter, with good creative skills, and have an enthusiastic, hardworking personality, contact us immediately. £10-12k

PUBLICITY MANAGER

Only rarely do we get the chance to advertise such a great job. Working for Britain's largest publishing house your brief will simply be to promote and publicise your particular magazine in every opportunity. This ideal assignment would include a trade focus in advertising and marketing, while established Consumer and National press contacts will assist your application. £10-12k

For information on any of the above vacancies please contact Sarah Watson or Sarah Thomas on 01-408 1616.



PR SPECIALISTS

16 Dover Street, London W1X 3PB Telephone 01-408 1616

SALES EXECUTIVE

Three lively personalities to work in young fashion publishing house. Work experience definitely an advantage. Challenging environment with high rewards for commitment and hard work. £7,000 basic, plus generous commission and company car. 01-247 9755.

CREATIVE CONSULTANT

Motivated person with experience of Creative or Account handling. High commission and profit sharing. Call Jane: 01-579 3423 13 Shorta Gardens Covent Garden WC2

RECRUITMENT CONSULTANT

OTE 15,000 We are looking for a bright self-motivated person to join our team. Recruitment or Advertising experience essential. High commission. Please send CV to: Call Jane on 379 3423 13 Shorta Gardens Covent Garden WC2

SPECIALIST PUBLISHING HOUSE

Professional Telephone Sales Executives. Excellent, though not essential, experience in the publishing industry. Full training provided. Please send CV to: 01-535 8977. Acting for other Dept.

PICTURE FRAMING GALLERY IN FULHAM

Requires Full time assistant, to train as Mount Cutler and Washline Artist. Contact Peter Eastman on 01 381 6958 10am to 5pm and 5pm to 10pm

JUNIOR OR 2ND JOBBER Textile Co.

Lots of work to do. Good opp for bright textile person to learn with clients. 5/6 weeks. 251 0386 DLG Associates Ric Cons

FASHION MAG Admin Assistant

Train in all aspects of Production, Client liaison, Litter typing, friendly crowd. 251 9386 DLG Associates Ric Cons

FUND RAISING EXECUTIVE

FOR NATIONAL MEDICAL RESEARCH CHARITY (London W1).

The person appointed will assist in the co-ordination and management of the national fund raising effort and the production of support and advice to the professional fund raising staff. Specific responsibilities will include the planning and implementation of major events, development of sponsorship proposals, campaigns etc. Applications should be sent to: City Recruitment Consultants, 100 Strand, London WC2R 0JH. Tel: 01-623 4688. Write with C.V. to: Managing Director, National Medical Research Charity, 100 Strand, London WC2R 0JH. Tel: 01-623 4688.

YOUNG EXECUTIVES/GRADUATES

If you want the same excitement and financial rewards of working in the commodities market and think you can take the pressure, join us and learn how telephone selling can give you the excitement and reward. If you can pass our Selection process you can expect to earn up to £15,000 by the end of the year. Call Stirling Johnstone on 01 935 0819

Sales & Marketing Manager

North c£25k + bonus + quality car

Cross International is part of the Cross and Trecker Corporation, the world's largest machine tool group. We specialise in sophisticated machine tool systems and the high quality of our products is matched by the calibre of the supporting organisation. We are particularly committed to integration and growth in Europe.

A key role in the European organisation is performed by the U.K. Sales Marketing Manager, who leads a small team of professional engineers, primarily operating in this country and especially servicing key accounts in the automotive industries. The incumbent will also be expected to make a significant contribution to future strategy in respect of product range and market opportunities.

We seek a graduate engineer, probably late thirties, with a capital engineering sales background. It is essential that this premier ambassador for our Company has not only the toughness and drive to lead from the front in demanding and complex sales negotiations, but also the intellectual vision and business acumen necessary for our future market place. It follows that a proven sales track record and the ability to interface with all levels of an organisation are necessary requirements, as well as the mental and physical resilience to withstand the demands of punishing schedules.

The prospects from this position are excellent and candidates will be expected to display managing director potential. Remuneration is negotiable and will not be a prohibitor in us appointing the right person. First class benefits also include an excellent relocation package and four times salary life assurance.

Please write with a C.V. to: R H Egerton, Personnel Manager, Cross International, Knowsley Industrial Park South, Merseyside L34 9EZ. Tel: 051 546 2010.

TELESALES EXECUTIVE BIG COMPANY BLUES?

Are your efforts going unnoticed? Is your potential being overlooked? Don't despair. Findlay Publications has the opening that you have been waiting for and the chance to achieve the recognition you deserve.

We are the UK's leading technical publisher employing around 150 people. We operate from luxury offices (a splendid 16th century Elizabethan manor house) and enjoy excellent working conditions.

The company puts quality first in all its work and is justifiably proud of its achievements.

Our standards are high, but then so are yours!

If you are exceptionally talented and your career seems to have ground to a halt, we have dynamic career opportunity waiting for you - plus an unrivalled salary package to offer the right person.

Your next call could be the best you have ever made!

Ring Malcolm Cameron now on 0322 77755



UNRIVALLED OPPORTUNITY IN A DYNAMIC SALES ENVIRONMENT

An international marketing and promotions company offers a unique opportunity for dynamic young sales orientated men and women. Our defined expansion programme for 1987/88 has created the following position.

SALES EXECUTIVES O.T.E. £35K

You must be aged 21-40, mature, motivated with a high degree of perception and pleasing personality. £1000 per month qualified retainer (including car allowance) plus high rate of commission, with personal incentive commensurate with experience.

After an eight month qualifying period, opportunities are available to transfer to our offices in the U.S.A., Canada, Australia and New Zealand.

Managerial positions available Autumn '87 for those with a proven track record in the company. Excellent earnings package.

Full training is provided. Extensive media back-up and continuous promotional activity ensures strong consumer interest and a high level of repeat business.

To apply, please write enclosing a C.V. quoting reference SM/TT275 to:

The Recruitment Officer,
Crestline Publicity Ltd.,
1105 High Road, Whetstone,
London N20 0PT.

For further details and early interview please telephone 01-446 6629/6620

TELEVISION HEAD OF PRODUCTION SERVICES

Blackrod, one of the country's leading producers of TV programmes in the areas of broadcasting and corporate communications, is seeking a person of exceptional abilities to manage its expanding Production Services Department.

This department is responsible for programme planning, budgeting, cost control, the purchase of a large amount of outside production resources and facilities the management of the Company's own in-house video post-production facilities.

Reporting directly to the Chief Executive, the Head of Production Services will be involved in all aspects of the work of the department and will liaise with the Company's team of producers and the financial department.

The successful candidate will have excellent management and organisational skills, extensive production management experience, a sound knowledge of film and video, an awareness and appreciation of the programme-makers' goals and an ability to work under pressure. Experience in drafting and negotiating commercial contracts and in computerised costing systems would be desirable.

A very attractive salary and benefits package will be offered to the right candidate who will play a key role in the future development of the Company. Those interested should apply in writing, enclosing a detailed CV to:

Clive Moffatt, Chief Executive,
BLACKROD LIMITED,
Threeways House, 40-44 Clippstone Street, London W1P 7EA.

BLACKROD

Dagmar-Tara Limited

Staff Agency for Creative Personnel in design and print

Graphic designers, illustrators, photographers, paste-up artists, typsetters, all off-set machine operators and print finishers. Staff at all levels including management and account executives.

55 Cornwall Street Birmingham B3 2DH 021 200 1520
48 Chandos Place, London WC2N 4HS. 01 379 4141

GOOD NEWS

£18 - 30,000 pa. 9.30 to 5.30 pm. International Perfume House highly successful in the States, Canada and Japan. Is now expanding into the UK market. The press loves us so will you:

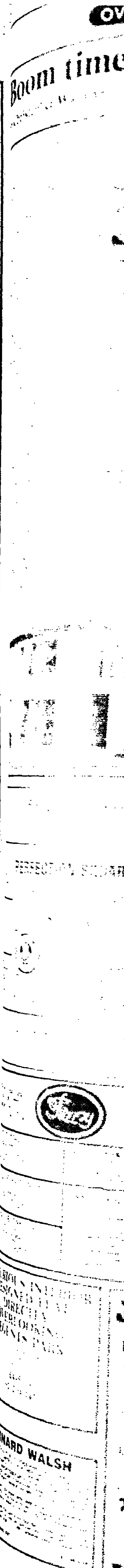
Social hours!
No direct selling to the public
Fantastic potential
Full training given
Its fun!

Call Graham now on 01 948 8107/6196

TRAINEE RECRUITMENT CONSULTANTS

We are a successful and fast growing recruitment consultancy specialising in all levels of sales and marketing recruitment. We now seek to expand this division and therefore require young, intelligent and energetic consultants, preferably with sales experience and the ability to develop their own client base.

Candidates with the necessary drive and ambition to earn circa £16-20K should telephone Heather on: 01-623 4688 City Recruitment Consultants.



OVERSEAS PROPERTY

Boom time across the Channel

By Christopher Warman
Property Correspondent

Prices at the top of the market went up by 25-30 per cent last year, and the prediction for 1987 is a comparable increase. It sounds like the London property boom, but in fact this is Paris, where the market has changed dramatically in recent years.

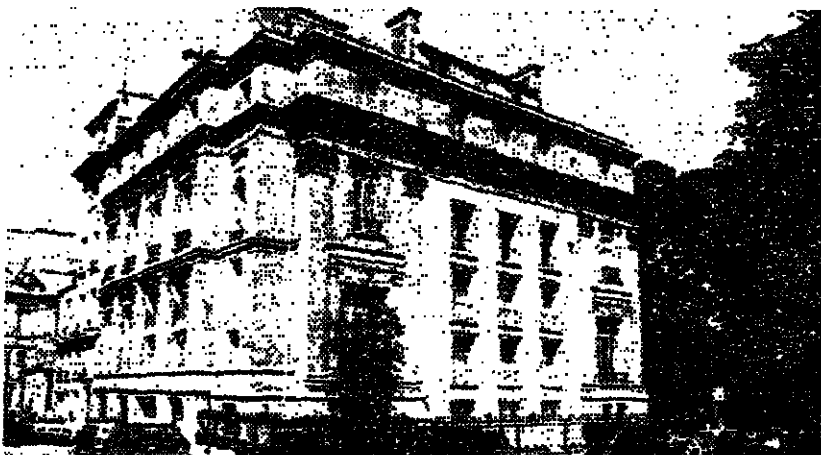
Under the Socialist government the market suffered in 1981 and 1982 because disincentives were imposed, including a wealth tax, particularly penal for owners of residential property, and a reduction in tax deductions available for owners. But the return of a Conservative government has seen a spectacular revival in demand for prime apartments and houses in the past two years. And with the supply of new buildings almost dried up because developers were discouraged from starting new projects and because of severe planning restrictions, Paris is set for further years of growth.

This is how Hampton & Sons sees it. These agents have had a presence in Paris for some years, mostly concentrating on commercial property but with a thriving little chateau operation. Within the past year, however, they have merged their Paris business with a leading French agent, D. Féau SA, to form Féau-Hampton Residence, which has three offices in Paris and is to open a fourth this year near Cannes.

To help the small but discerning band of Britons, or anyone else, wishing to buy in the centre of Paris, Hampton has tried to describe some areas in London terms.

Thus, Neuilly is Hampstead, Rive Gauche is not surprisingly Chelsea, the 8th, 16th and 17th arrondissements Mayfair, Belgravia and Knightsbridge, and Parc Monceau in the 17th arrondissement is very much Belgravia. There is a large stone town house sold last year for around £4.5 million to an Arab who had been living in England - that was definitely a London price.

Buyers in these best areas are predominantly French (80 per cent), Americans (5 per cent), South Americans (2.5 per cent), and Europeans including Britons (2.5 per cent). Few British buyers are in the market, but the creation of Féau-



Top of the market: This grand house in the Parc Monceau fetched £4.5 million

Hampton Residence could change that.

Gérard Féau, the firm's president, points to differences between the French and British way of buying and selling. Our business is full of discretion, and the big deals are not advertised. Nor will an important property owner give a mandate to an agent until he brings in a good client.

Estate agents account for only 35-40 per cent of transactions. The rest are carried out by notaires and directly between owner and buyer. The agent charges 5 per cent for a completed deal - one reason why most people avoid him.

The casual visitor to Paris may think it is a city entirely of apartments, but hidden away there are not only big

property comes on to the market, it will sell, whatever the price.

There are more British buyers for holiday properties in France than for homes in Paris, and one development now going up is Domaine des Mas de St-Pierre, at Plan de la Tour, a small village nine kilometres inland from St Maximin and not far from St Tropez.

It is almost a village itself of 100 houses and flats in Provencal style. It was started in 1977 but came to a grinding halt. It was bought in 1986 by a Swiss-based group, Genco SA, of Geneva, which is engaged in other projects in France and Belgium. About 60 dwellings have been completed and demand for a home in this delightful area is strong, with many people buying from plan through the agents, Kenning Atlantic.

All the houses have either two or three bedrooms, a dining-living room, a kitchen, one or two bathrooms, a garden and a terrace. There are also studios and one-bedroom and two-bedroom apartments. They are priced from £33,500 for a studio, £55,300 and £67,000 for the flats, and from £65,000 for the two-bedroom houses and £83,000 for the three-bedroom houses. Within the landscaped gardens there are tennis courts and a swimming pool.

Domaine des Mas de St-Pierre, nestled in the foothills, is evidence of interest in property inland. Paul Philippart, the scheme's general manager, explains: "This is a living village, not like St Tropez, which is dead in winter. We are only nine kilometres from the sea, but it is so calm here, away from the hectic coast."

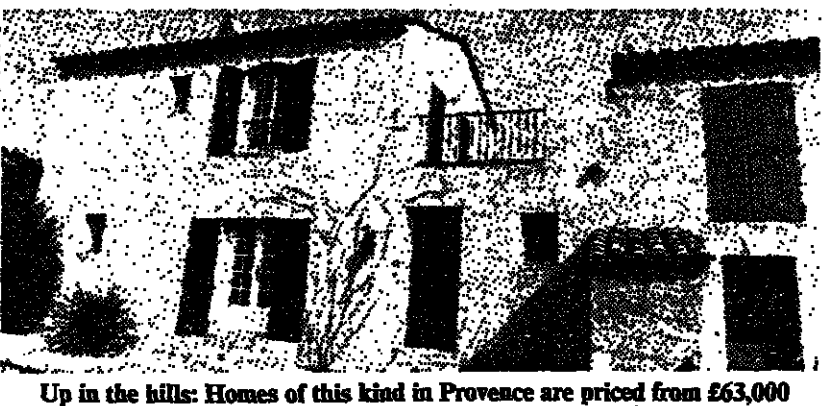
The developers have spent a lot of money improving the site after its previous neglect, and built walls at the back to stop the rainwater pouring down from the hills. The houses are built traditionally, not prefabricated as at some other developments, and although there are just four main types, every one is different. "It is important for the owner to have a house which looks different from his neighbour's," says M Philippart.

Details are available from Kenning Atlantic, 01-499 8313.

Here too, the best houses will always sell

houses such as at Parc Monceau, but also tiny houses reminiscent of London mews homes. On the Ile de la Cité a one-bedroom mews property round the corner from Notre Dame and owned by an Englishman, recently came up for sale at around £75,000. Not far away, on the Ile St Louis, Féau-Hampton is offering a triplex apartment, built in the 17th century, with a roof terrace and fine views of the Seine. This apartment, owned by an American, is priced at £1.2 million and is expected to go to a Middle Eastern buyer.

Just as in London, when the best

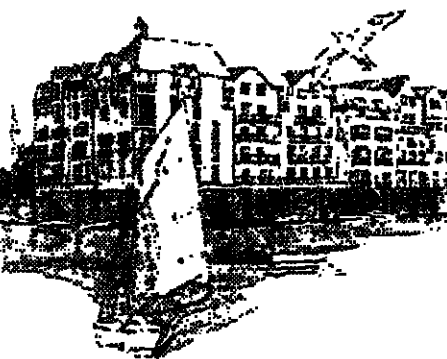


Up in the hills: Homes of this kind in Provence are priced from £63,000

PROPERTY BUYERS' GUIDE LONDON PROPERTIES

VERMEER COURT

London Yard
London Docklands
Selection of luxury riverside apartments for sale at extremely competitive prices.



Parris & Quirk

2, Amsterdam Road, Manchester Road,
London Docklands, London E14 9JB
Telephone 01-987 4473

THE BUSINESSMANS LONDON RESIDENCE

Mayfair 46

A selection of outstanding apartments within a classic refurbished Mayfair building, adjacent to Grosvenor Square.



Two bedroom flats from £250,000
Three bedroom flats from £495,000

CHESTERTONS
PRUDENTIAL
47 South Audley Street London W1Y 5DG
Telephone 01-623 4513 Telex: 386220

Keith Cardale Groves
Chartered Surveyor
22 Grosvenor Square
London W1X 3LX
01-629 6604
Telex: 27839

AUCTION OF BARONIES AND LORDSHIPS
An Auction in 42 Lots

at
2.15pm Tuesday, June 16 1987

Painters Hall, Little Trinity Lane
(off Queen Victoria Street) London EC4
To include
The Barony Manor of Naas
The Lordship of Bishops Stortford and the Freehold of the Market Square Market and Fair Charter Rights

Debreit's Ancestry Research, the Institute of Heraldic and Genealogical Studies, Phillimore Domesday will be represented
The Lord of the Manor of the Shop, 110 St Martins Lane, London WC2 (opposite the Coliseum/English National Opera)

SMITHS WOOLLEY
CHARTERED SURVEYORS
Manorial Research Ltd
104 Kennington Road
London SE11 6RE
Telephone: 01 735 6633
Telex: 337400 (ONTECOM G)
Mailbox 24326001
Catalogues: £5.00 (UK mainland), US\$15.00 (all overseas)

Bernard Walsh

HAMMERSMITH TERRACE, W6. CIRCA 1756

A beautiful mid-eighteenth century family House situated in the conservation area west of Hammersmith Bridge. 4 Bedrooms; 3 Reception Rooms; 2 Bathrooms; Shower; 2 Kitchens; Utility Room; Central Heating; Sun Terrace and large Garden facing South and reaching directly to the Thames. Decorated throughout with exquisite taste.
FREEHOLD FOR SALE. Offers in the region of £720,000 invited, inc. excellent carpets, curtains, etc.

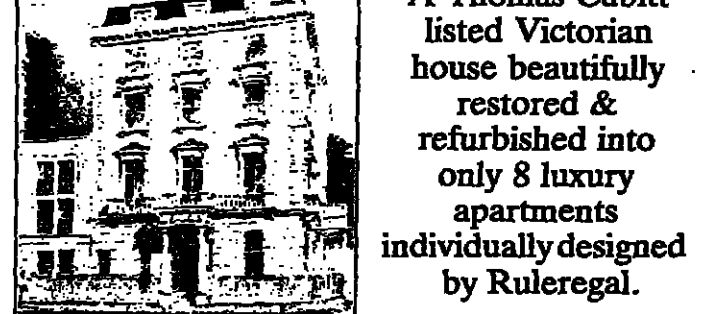
PARK LANE, MAYFAIR, W1

A rare opportunity to purchase two lge adjoining flats occupying the entire 6th Floor of a lux mod building, facing West of/looking Hyde Park. 24 hour Portage; CH; CHW; Lifts. At present arranged as 4 Bedrms; 4 Bathrms; Ckrm; 2 Receps; Kit & 4 Bedrms; 2 Bathrms; 2 Receps; Ckrm; Kit. Total floor area 5827 sq ft (450m) + small guest/staff flat of 2 Bedrms; Recp; Kit; Bathrm. Gge spaces for 4 cars. Lease 72 yrs.
FOR SALE: Price and further details from Sole Agents

29, LOWER BELGRAVE STREET, SW1 0J 730 9148

BELGRAVE PLACE

56 Belgrave Road London SW1



A Thomas Cubitt listed Victorian house beautifully restored & refurbished into only 8 luxury apartments individually designed by Rulerregal.
1 and 2 bed roomed apartments from £115,000.

Winkworth 89 Wilton Road, SW1 01-828 1786/9
BLACK HORSE AGENCIES 54/56 Lower Sloane Street, SW1 01-730 8762

DEBENHAM TEWSON & CHINNOCKS

01-408 1161

Town Houses from £272,000	Fairbriar Homes 9 The Parade, Epsom, Surrey KT18 5DF Telephone: Epsom (03727) 41033	Lodge Houses from £285,000
Advanced Security System	PERFECTION SQUARED at Richmond Surrey	Adjoins Richmond Park
Satellite Television	Open the door to THE GOOD LIFE King George Square	Security Guard in attendance
Electronic Entry Gates	Sales Centre open daily 10.30-5.30 01-940 0325	Immediate Availability
Mews Houses from £207,000		Flats from £115,000

Fitz 104 York Street London W1 1DE Tel: 01-258 9019 (6 lines)

PARK ROAD, NW1
An ideal pied a terre situated close to all amenities in the West End offers reception, bedroom, kitchen, bathroom in excellent decorative order. £115,000. W1 OFFICE.

STOCKLEIGH HALL, NWS
Superb ground floor flat, only moments from St John Wood High Street Station. 2 beds, double reception, kitchen, open plan living, shower room. 91 years. £215,500. W1 OFFICE.

CLIFTON GARDENS, W9
Immaculate lower ground floor flat being minutes from Minna Vale and the West End. 2 beds, reception, open plan living, kitchen, bathroom/wc, lovely rear garden and patio, long lease. £123,500. W1 OFFICE.

HYDE PARK MANSIONS, NW1
Elegant first floor flat in immaculate order throughout offers 3 beds, 2 large receptions, kitchen/bath, 2 toilets (1 en-suite), balcony and sun terrace, long lease. £410,000. W1 OFFICE.

DRAYTON GARDENS, SW10
Excellent mid terrace house prestigiously located off the Old Brompton Road. This Freehold property offers immaculate and spacious accommodation comprising 3 principal bedrooms, bath & shower, dining room, drawing room, family room, kitchen/breakfast room, study, 4 bedrooms (2 en-suite), attractive rear garden, off street parking. Offers invited in the region of £680,000. W1 OFFICE.

WHY PLAY THE MORTGAGE GAME...?

YOU DON'T TAKE A CHANCE WHEN YOU MORTGAGE THROUGH THE **AMG**

FREE!! CONVEYANCING
AMG will introduce an established firm of solicitors to act for you. All their charges will be paid for by AMG.

LOW START SCHEMES
Reduce your monthly costs by 30%.

100% MORTGAGES
Available up to £250,000
Building Society Rates.
24% x joint incomes available.

7-12% BELOW Building Society Rates.
Up to £1,000,000
4 x single
3 x joint incomes
75% MORTGAGES
Without proof of income.

01-431-0035/1077

A Home on The River in the Heart of The City
A luxury development of riverside apartments overlooking Tower Bridge and the great River Thames.

An exclusive location offering immediate access to the activities of the financial capital of the world, together with a unique lifestyle plus an outstanding investment potential.

TOWER BRIDGE WHARF
A modern Pentagon Development by TRAFALGAR HOUSE RESIDENTIAL

SALES OFFICE
Open: 10am - 6pm
Tel: 01-488 2765
General Sales Agents
Cardston Smith & Co.
01-488 9017
Debenham Tewson & Chinnocks
01-408 1161

KENSINGTON/HOLLAND PARK, W14
Price: £295,000
With a garage available (separately), a superb 2nd floor flat with 2 large reception rooms, 2 bedrooms, 2 bathrooms, 2 toilets (1 en-suite), balcony and sun terrace. The location is excellent, within a short walk to the station and excellent shopping facilities. The location is also extremely quiet. 4 bedrooms, 2 bathrooms, shower room, 2 toilets, kitchen, living, breakfast room, all en-suite. Lease 60 years. Offers in excess of £250,000. W1 OFFICE.

OPPOSITE HOLLAND PARK, W14
Price: £295,000
An outstanding family house which offers a delightful location close to Holland Park. The accommodation is immaculate throughout and well arranged and includes an attractive patio garden and balcony. 4 bedrooms, 2 bathrooms, 2 toilets, kitchen, living, breakfast room, all en-suite. Lease 60 years. Offers in excess of £250,000. W1 OFFICE.

THE CITY, EC2
Price: £160,000
A spacious, well planned duplex apartment in good condition throughout. All of the windows are new and the property is in a prime location. 3 bedrooms (1 is a super single room), bathroom, kitchen, living, dining room, study, terrace. All services, including car parking available. Lease 119 years.
CONTACT CITY OFFICE 01-258 1529

BRYANTON SQUARE, W1
Price: £275,000
An extremely spacious 2nd floor flat situated in a well kept garden block on the north side of the Victoria Road. The accommodation is immaculate throughout and includes an attractive patio garden and balcony. 4 bedrooms, 2 bathrooms, 2 toilets, kitchen, living, breakfast room, all en-suite. Lease 60 years. Offers in excess of £250,000. W1 OFFICE.

BETWEEN PARK LANE AND BERKELEY SQUARE, W1
Price: £35,000
An 8th floor flat which would be an ideal flat for a home or rental investment. The flat is located in an excellent purpose built block with 24 hour porterage and excellent views over the city. 2 bedrooms, 2 bathrooms, shower room, kitchen, living, breakfast room, all en-suite. Lease 45 years. Offers in excess of £30,000. W1 OFFICE.

MORTGAGE & FINANCIAL ADVICE
Immediate & Impartial

● LICENCED CREDIT BROKER
● MORTGAGES - 100% advanced up to £120,000 - 5% main income plus 1% secondary income - 9% flat income - 10% non status
● REMORTGAGES For any reason, eg: Home Improvements - Business Reasons - Educational Expenses - Large Loans Particuarly (Dust, caravan etc) - Second Home, (UK or Overseas) - Matrimonial Settlements - Consolidate Existing Borrowings
● COMMERCIAL MORTGAGES - Shops, Factories, Etc.
● PROPERTY DEVELOPMENT AND BUSINESS FINANCE
● WRITTEN QUOTATIONS AVAILABLE

Robson Limited
01-623 3495

RENNIE DAVIES & MARSDEN
FINANCIAL COMMERCIAL RESIDENTIAL CONVEYANCING

MORTGAGES
ARE YOU BEING TOLD THE FULL STORY?
There are over 200 potential suppliers of mortgages in today's money market. So it pays to be choosy; but who is going to tell you that? We will.
For sound impartial advice we're just a phone call away.
01-736 4490
Licensed Credit Broker writes reports on request. We're available from 9am - 6pm Monday to Friday.

LUXURIOUS INTERIOR DESIGNED FLAT DIRECTLY OVERLOOKING REGENTS PARK.
Spacious double reception, 4 bedrooms, 3 bathrooms, fully fitted large kitchen, cloakroom, entryphone and porter.
£495,000
01 200 1429 (7)

J.B. SMITH COMPANY
Mortgage Broker & Licensed Credit Broker
HOUSE PURCHASE REMORTGAGE
LOW RATE 10.4% (10.9% APR)
NON-STATUS LOANS
COMMERCIAL LOANS

SAVE A MINT!
With the lowest mortgage/remortgage rate in the country
10.125%
gross (variable) APR 10.35%
Why pay a penny more?
* Also 100% mortgages at 11.125%
* No proof of income mortgages at 11.25%
* Low-Start mortgages at 8.00%

BERNARD WALSH
PARKWAY HOUSE, W8 A south facing Cottage close to local shops and a short walk from Kensington Gardens. Large Reception Room, 3 Bedrooms, 2 Bathrooms, 2 Toilets (1 en-suite), balcony and sun terrace. Four bedrooms, 2 bathrooms, 2 toilets (1 en-suite), balcony and sun terrace. Flat with a sunny private garden. 2 Bedrooms, Reception Room, Hall/Office, Bath, Shower, 75 years Lease at low cost. £160,000 including carpets, fixtures, curtains, etc.
CLIFFTON GARDENS, W9 Immaculate lower ground floor flat being minutes from Minna Vale and the West End. 2 beds, reception, open plan living, kitchen, bathroom/wc, lovely rear garden and patio, long lease. £123,500. W1 OFFICE.

77 MATTISON ROAD LONDON N4 1BQ
01-341 0770
Written Quotations on Request

Phone the MORTGAGE MASTERS
K.J. WILLIS & CO
01-938 2222

MORTGAGES
9.75% (10.3% APR)
REPAYMENTS FIXED FOR 2 YEARS PLUS SPECIAL PURCHASERS CONVEYANCING SCHEME £99
* REMORTGAGES ARRANGED
* FAST EFFICIENT SERVICE
* 70% NON-STATUS
* WRITTEN QUOTES
Licensed Credit Brokers
BERWICK FINANCIAL SERVICES PLC
43 Pall Mall, London SW1
01-930 9631

LIQUE
Experienced Reference Librarians & Experienced Picture Librarians required for newspaper Library
position will be offered on the basis of an annual contract.
Good salary, generous holiday entitlement and excellent benefits.
Applicants should have good knowledge of, and interest in, current affairs. That working will be required.
Applications in writing enclosing full cv. to: B. Clifford, Personnel Department, P.O. Box 4, Virginia Street, London E1 9BD.
MA STUDIO LONDON SUMMER SCHOOL PROGRAMME 1987
RECRUITMENT
RECRUITMENT AGENTS

PROPERTY BUYERS' GUIDE

COUNTRY PROPERTY

KENT
G.W. RADFORD & CO.
LAND & ESTATE AGENTS

220,000 KNOXBRIDGE
MR. GRAMSHORN, KENT:
Superb 5000 sq ft, 1000 sq ft
of a BEAUTIFULLY
RESTORED KENTISH CASTLE

TUNBRIDGE WELLS
Modern 3 bedroom detached house
in a prime location, excellent
garden, swimming pool, tennis
court, etc.

WEDNESDAY TOWNS
Prestigious views, detached
house, 4 bedrooms, 3 bathrooms,
etc.

MIDDLESEX
WILSON HAWKINS
WEATHER TREES
SOUTH HILL
HARROW ON THE HILL

ST. MARGARET'S
TWICKENHAM
£120,000 inc carpets,
kitchen, etc.

BLEWORTH
Spacious 4 bed, 3 bath
detached house, etc.

STANMORE
Modern, bright, sunny
detached house, etc.

WIMBORNE
In exclusive village
location, detached house, etc.

WIMBORNE
In exclusive village
location, detached house, etc.

MIDLANDS
WARWICKSHIRE
Fine country properties
close to Birmingham, etc.

NOTTINGHAMSHIRE
VILLAGE
Detached 4 bed house, etc.

NORTH EAST
MEASONS
Northumberland, 18th
century detached house, etc.

NORTH WEST
WOODPLUMPTON
Prestigious 18th century
detached house, etc.

SURREY
WOKING
Distinctive substantial
18th century detached house, etc.

OXFORDSHIRE
MAGNIFICENT
COUNTRY
HOUSE
Set on the edge of a
downland village, etc.

THAMESIDE
ABINGDON
An elegant 4 bedroom
detached house, etc.

ISLE OF WIGHT
WIMBORNE
Spacious 4 bed, 3 bath
detached house, etc.

ISLE OF WIGHT
WIMBORNE
Spacious 4 bed, 3 bath
detached house, etc.

ISLE OF WIGHT
WIMBORNE
Spacious 4 bed, 3 bath
detached house, etc.

ISLE OF WIGHT
WIMBORNE
Spacious 4 bed, 3 bath
detached house, etc.

ISLE OF WIGHT
WIMBORNE
Spacious 4 bed, 3 bath
detached house, etc.

ISLE OF WIGHT
WIMBORNE
Spacious 4 bed, 3 bath
detached house, etc.

ISLE OF WIGHT
WIMBORNE
Spacious 4 bed, 3 bath
detached house, etc.

ISLE OF WIGHT
WIMBORNE
Spacious 4 bed, 3 bath
detached house, etc.

ISLE OF WIGHT
WIMBORNE
Spacious 4 bed, 3 bath
detached house, etc.

ISLE OF WIGHT
WIMBORNE
Spacious 4 bed, 3 bath
detached house, etc.

ISLE OF WIGHT
WIMBORNE
Spacious 4 bed, 3 bath
detached house, etc.

ISLE OF WIGHT
WIMBORNE
Spacious 4 bed, 3 bath
detached house, etc.

ISLE OF WIGHT
WIMBORNE
Spacious 4 bed, 3 bath
detached house, etc.

ISLE OF WIGHT
WIMBORNE
Spacious 4 bed, 3 bath
detached house, etc.

ISLE OF WIGHT
WIMBORNE
Spacious 4 bed, 3 bath
detached house, etc.

HOUSE
HUNTERS
Save your leisure time, let
us find the property for
you.

HOUSE
HUNTERS
Save your leisure time, let
us find the property for
you.

HOUSE
HUNTERS
Save your leisure time, let
us find the property for
you.

HOUSE
HUNTERS
Save your leisure time, let
us find the property for
you.

HOUSE
HUNTERS
Save your leisure time, let
us find the property for
you.

HOUSE
HUNTERS
Save your leisure time, let
us find the property for
you.

HOUSE
HUNTERS
Save your leisure time, let
us find the property for
you.

HOUSE
HUNTERS
Save your leisure time, let
us find the property for
you.

HOUSE
HUNTERS
Save your leisure time, let
us find the property for
you.

HOUSE
HUNTERS
Save your leisure time, let
us find the property for
you.

HOUSE
HUNTERS
Save your leisure time, let
us find the property for
you.

HOUSE
HUNTERS
Save your leisure time, let
us find the property for
you.

HOUSE
HUNTERS
Save your leisure time, let
us find the property for
you.

HOUSE
HUNTERS
Save your leisure time, let
us find the property for
you.

HOUSE
HUNTERS
Save your leisure time, let
us find the property for
you.

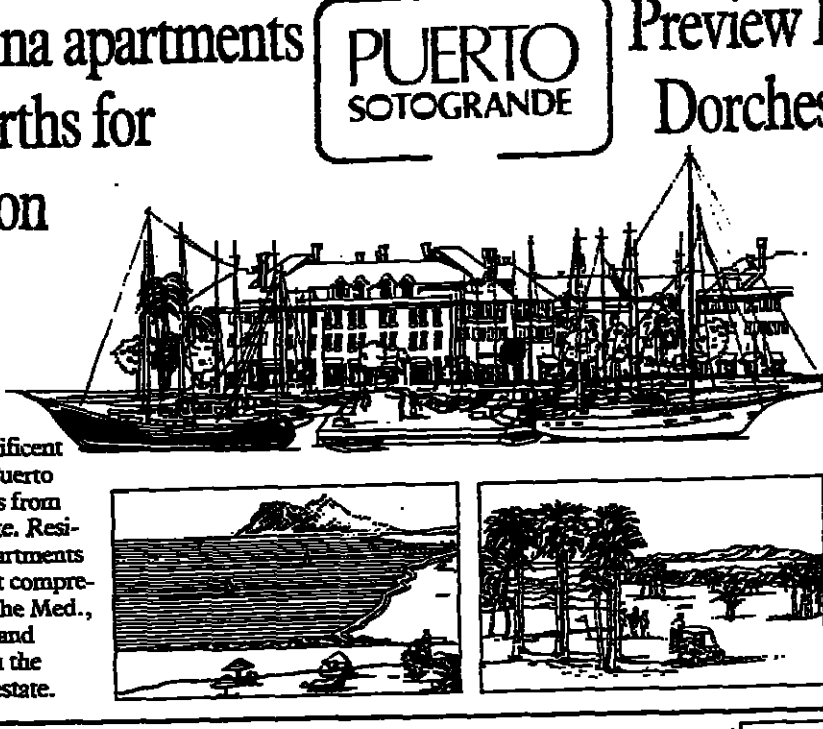
HOUSE
HUNTERS
Save your leisure time, let
us find the property for
you.

HOUSE
HUNTERS
Save your leisure time, let
us find the property for
you.

HOUSE
HUNTERS
Save your leisure time, let
us find the property for
you.

Luxury marina apartments
and yacht berths for
completion, on
schedule, by
this July.

The first phase of the magnificent
waterside development at Puerto
Sotogrande, just 15 minutes from
Gibraltar, is almost complete. Residents
of the superb new apartments
will enjoy not only the most comprehensive
marina services in the Med.,
but also the fabulous sport and
leisure facilities available on the
world-famous Sotogrande estate.



SPAIN & CYPRUS
EXHIBITION
FREEHOLD VILLAS, APARTMENTS,
LAND, RESALES, OLD FINCHES
SUNDAY 7th JUNE 11am - 5pm
GRAND HOTEL BROMLEY, KENT

SWITZERLAND
Sale to foreigners authorized
Buy your STUDIO, APARTMENT or CHALET on LAKE GENÈVE, MONTREUX
or in one of these prestigious summer and winter resorts

IBIZA - BALEARIC ISLANDS - SPAIN
For INVESTMENT (English Owners)
Large (175 sq ft) villa with swimming pool, 2 garage, garden, etc.

WILTSHIRE
Zestful fish farm, Wootton,
or Wootton Bassett. Approx 12
acres. Established fish farm
unit capable of further
development.

WILTSHIRE
Zestful fish farm, Wootton,
or Wootton Bassett. Approx 12
acres. Established fish farm
unit capable of further
development.

WILTSHIRE
Zestful fish farm, Wootton,
or Wootton Bassett. Approx 12
acres. Established fish farm
unit capable of further
development.

WILTSHIRE
Zestful fish farm, Wootton,
or Wootton Bassett. Approx 12
acres. Established fish farm
unit capable of further
development.

WILTSHIRE
Zestful fish farm, Wootton,
or Wootton Bassett. Approx 12
acres. Established fish farm
unit capable of further
development.

WILTSHIRE
Zestful fish farm, Wootton,
or Wootton Bassett. Approx 12
acres. Established fish farm
unit capable of further
development.

WILTSHIRE
Zestful fish farm, Wootton,
or Wootton Bassett. Approx 12
acres. Established fish farm
unit capable of further
development.

OVERSEAS PROPERTIES

Preview Presentation at the
Dorchester, Park Lane on
Tuesday 9th June
and Wednesday
10th June
from 12.00pm - 8.00pm
in The Holford Room.

Also at:
The Baltic Exchange, London, on
Thurs. 4th June from 11.00am -
8.00pm in The Queen's Room.

For full details contact:
Puerto Sotogrande, 27 Hill Street,
London W1. Tel: 01-493 1333.

CHARENTE
Contemporary Villa (Burgundy)
in the beautiful St. Jean
de la Mer (Prestige)
(Fishing/Village)

MALLORCA
Apartments/Floor Nougat
Magnificent first floor luxury
3 bedroom, 2 bathroom, etc.

MALLORCA
Luxury opportunity
to buy a 2 bedroom villa
with swimming pool, etc.

MALLORCA
Luxury opportunity
to buy a 2 bedroom villa
with swimming pool, etc.

MALLORCA
Luxury opportunity
to buy a 2 bedroom villa
with swimming pool, etc.

MALLORCA
Luxury opportunity
to buy a 2 bedroom villa
with swimming pool, etc.

MALLORCA
Luxury opportunity
to buy a 2 bedroom villa
with swimming pool, etc.

MALLORCA
Luxury opportunity
to buy a 2 bedroom villa
with swimming pool, etc.

COSTA BLANCA
JAVEA
Planning to retire in Spain or
buy a second home? For the
best selection of land in the
most exclusive residential
area of the Costa Blanca of
Spain and the widest choice
of villa designs.

SABLO
INTERNATIONAL LTD.
(0203) 49888
Prices commence around
£40,000 and all apartments
covered by our
unique free Legal
Protection Scheme.

A RARE
OPPORTUNITY - MARBELLA
A most attractive first time
buy or second home. 1000 sq
m of a 1.5 acre plot with
excellent views, swimming pool,
etc.

LA MANCHA CLUB 2 bedroom
apartment for sale, complete
furniture, etc.

SWITZERLAND
GERMANY
Switzerland For free fact sheet
Tel: 01-493 1333

USA
SUNNY SOUTHERN
CALIFORNIA IN
SAN DIEGO COUNTY
Beautiful 20 acre site on Mission
Road, 5 bed, 3 bath ranch-style
with large garage, etc.

SPAIN
MARBELLA
Prestige Marina,
Bosques de la
Marbella

SPAIN
MARBELLA
Prestige Marina,
Bosques de la
Marbella

SPAIN
MARBELLA
Prestige Marina,
Bosques de la
Marbella

SPAIN
MARBELLA
Prestige Marina,
Bosques de la
Marbella

SPAIN
MARBELLA
Prestige Marina,
Bosques de la
Marbella

SPAIN
MARBELLA
Prestige Marina,
Bosques de la
Marbella

SPAIN
MARBELLA
Prestige Marina,
Bosques de la
Marbella

THE BIG HOUSES
under threat
EALING BROADWAY

RESIDENTIAL PROPERTY

The big houses under threat

Houses in the price range of £200,000 and above, with pony paddocks, tennis courts and swimming pools, have suddenly become "phenomenal demand"...

The extensive use of land for residential development has created a serious shortage of houses with large gardens or amenity land...

Donald Platt, of Platt & Mead, explains: "With the Green Belt policy being adhered to anything in the towns with a garden of any size is now threatened with redevelopment..."

An unusual Victorian family house is for sale in Gidea Road, Hammersmith. It has three main reception rooms, eight bedrooms, five bathrooms, a large studio room...

A third moated castle, following Winkfield in Suffolk and Amberley in Sussex, is for sale in Cambridge, Cambridgeshire. Woodstock Castle, near Peterborough, is a Grade II listed building standing in about 15 acres...

Orcherton Mill, at Modbury, Ivybridge, Devon, is a fine mill house restored by the present owners. The house, set in a valley close to the River Erme estuary, has three reception rooms and four bedrooms...



A 17th-century barn complex at the Manor Farm in Claverton, three miles from Bath, has been converted by Lippitt Homes (Bath) into three fine homes. The farm was originally part of the estate of the Marquis of Claverton...

A place to live and shoot

Savills is selling a large block of vacant land in Hampshire. That is how the agents introduce the property for sale, and no one could accuse them of gushing exaggeration in their description.

It is, however, rather more than that. It is more than 2,000 acres, the biggest vacant estate to come on to the market in Hampshire for several years, and is the Sutton Manor estate at Sutton Scotney, owned by the Rank family since it was bought by the late Lord Rank in the 1930s.

The estate is internationally famous for its partridge and wild pheasant shooting, which has been built up since the family bought the estate, and as recently as 1985 nearly 300 wild pheasants were shot in one day.

The estate has the added attraction of being a well equipped and profitable farm, and one of the five Rank grandchildren who are selling it, Fred Packard, a keen shooter, explains: "Usually when the shooting is as good as it is on Sutton Manor you lose your shirt on the farming, but this farm is capable of making very good money as well as providing unique sport."

Robert Ross, of Savills, explaining a little more about this "large block of vacant land", says: "It is in a very pretty part of Hampshire, with the rare combination of a good shoot and a good farm. The farm made almost £200,000 last year, which is a considerable attraction to the City businessman who would like a sporting estate but is concerned about the running costs."

The estate includes a modern eight-bedroom main house, a Georgian farm manager's house, a keeper's cottage and 10 farm cottages. There is corn storage on the farm for 4,200 tonnes and in the 2,039 acres 1,850 are in an arable rotation with some highly profitable specialist crops.

The sportsman can take his pick

The house has recently been extensively refurbished and all the main reception rooms and bedrooms face south through long sash windows.

The house has four main reception rooms, a large ballroom or billiard room, with five main bedroom suites and five secondary bedrooms. Some of the rooms have been left unadorned, to await the new owner. In the gardens and grounds of 30 acres are a pair of cottages, stabling, a hard tennis court and a heated swimming pool.

Farmhouse offices are asking for offers under £1.25 million. The sportsman can take his pick of these two estates - provided there is upwards of £5 million in the piggy bank.

RENTALS

CHESTERTONS PRUDENTIAL

- SWISS COTTAGE HOUSES: 270sqm detached house... LITTLE VILLAGE OFFICE: 700sqm office... HAMPSTEAD HOUSES: 2 bed, 2 bath, 2 reception rooms...

THE LARGEST RESIDENTIAL LETTINGS AGENT IN LONDON

CURZON ST, W1 Two luxury fully furnished flats in a prestigious modern building. 2 bedrooms, 2 bathrooms (1 ensuite) reception, dining area, kitchen. £550 pw

QUEEN ST, W1 Exceptional interior designed flat. Double bedroom suite, dressing rm, bathroom, 2 bedrooms, 2nd bath, lg reception, dining area, kitchen. £750pw

CURZON ST, W1 Penthouse. Excellent interior designed duplex flat. 2 bedrooms, bathroom, reception, dining area, kitchen, patio/balconies. £750 pw

MELTON COURT, SW7 Prestige executive flat fully furnished. 3 bedrooms, 2 bathrooms, reception/dining area, kitchen. £550 pw

Parnis Bird 42 Hertford St, Mayfair, London W1 01-491 2959

Hampton & Sons

HANS PLACE, SW1. An attractive interior designed flat close to the Strand with excellent reception and use of communal gardens. 3 bedrooms, 2 reception rooms, 2 bathrooms, 2 living rooms, 2nd floor. £500 pw

CHESTERFIELD HILL, W1 A superb family house in central Mayfair, interior designed throughout. Accommodation: 5 bedrooms, 3 bathrooms, 2 reception rooms, large open air terrace. £2,800 per week.

St. James's Office 01-493 8222 6 Arlington Street, London SW1 1RB

CARLETON SMITH & CO. DOCKLANDS. Wonderful view over Shadwell Basin, 2 bedroom, modern kitchen, 2 bathrooms, 2 reception rooms, 2nd floor. £450 pw

REGENT London Regent Properties Ltd. Super penthouse flat. Furnished as 2 reception rooms and double bedroom, but could easily be re-arranged. Spacious flat, and extra space in large useful loft, roof terrace and separate laundry/storeroom.

ORR-EWING PAULTON ST SW3. Newly refurbished unfurnished house on four floors with period garden. 4 bedrooms, 2 bathrooms, 2 reception rooms, dining room, 2nd floor. £450 pw

WEST HAMPSTEAD LIVERY. Large 3 bed, 2 bath, 2 reception rooms, 2nd floor. £450 pw

EXECUTIVE CREME. A prestigious and rapidly expanding firm of international investment managers in EC2 requires a committed and professional assistant to work for two Directors/Investment Managers in the fixed-income division.

EXECUTIVE SECRETARY/OFFICE ADMINISTRATOR. We are an American Computer Graphics Company, the world leader in our field and growing fast. We are looking for an Executive Secretary/Office Administrator to provide first class secretarial support to the Group Managing Director...

OFFICE MANAGER LONDON NW1. c £15,000 + car Age 40 - 45. A major commercial Company is looking for a highly competent Office Manager.

PA TO CHAIRMAN Excellent Salary. Young, fun Chairman of rapidly expanding public company needs a polished and confident PA for interesting and varied work.

Crone Corkill RECRUITMENT CONSULTANTS. Quality head hunt and recruitment services. Tel: 01-235 7933

PROPERTY. We are looking for a highly motivated and professional individual to join our team as a Property Consultant. Tel: 01-235 7933

PA/SECRETARY c£12,500. Full Finance Director's secretarial duties in a dynamic and growing company. Tel: 01-235 7933

TRADITIONAL SEC £11,700 + BONUS. Prestige and interesting environment if you take a role in our exciting and growing company. Tel: 01-235 7933

Mazeltov You are reading the right ad! If you are in your mid-20s, with a friendly, outgoing manner, you may enjoy working with people who are different...

Plaza Estates. SURREY PLACE, W2. Beautifully furnished 3 bed, 2 bath, 2 reception rooms, 2nd floor. £450 pw

Chelsea Cloisters. 100, 101, 102, 103, 104, 105, 106, 107, 108, 109, 110, 111, 112, 113, 114, 115, 116, 117, 118, 119, 120, 121, 122, 123, 124, 125, 126, 127, 128, 129, 130, 131, 132, 133, 134, 135, 136, 137, 138, 139, 140, 141, 142, 143, 144, 145, 146, 147, 148, 149, 150, 151, 152, 153, 154, 155, 156, 157, 158, 159, 160, 161, 162, 163, 164, 165, 166, 167, 168, 169, 170, 171, 172, 173, 174, 175, 176, 177, 178, 179, 180, 181, 182, 183, 184, 185, 186, 187, 188, 189, 190, 191, 192, 193, 194, 195, 196, 197, 198, 199, 200, 201, 202, 203, 204, 205, 206, 207, 208, 209, 210, 211, 212, 213, 214, 215, 216, 217, 218, 219, 220, 221, 222, 223, 224, 225, 226, 227, 228, 229, 230, 231, 232, 233, 234, 235, 236, 237, 238, 239, 240, 241, 242, 243, 244, 245, 246, 247, 248, 249, 250, 251, 252, 253, 254, 255, 256, 257, 258, 259, 260, 261, 262, 263, 264, 265, 266, 267, 268, 269, 270, 271, 272, 273, 274, 275, 276, 277, 278, 279, 280, 281, 282, 283, 284, 285, 286, 287, 288, 289, 290, 291, 292, 293, 294, 295, 296, 297, 298, 299, 300, 301, 302, 303, 304, 305, 306, 307, 308, 309, 310, 311, 312, 313, 314, 315, 316, 317, 318, 319, 320, 321, 322, 323, 324, 325, 326, 327, 328, 329, 330, 331, 332, 333, 334, 335, 336, 337, 338, 339, 340, 341, 342, 343, 344, 345, 346, 347, 348, 349, 350, 351, 352, 353, 354, 355, 356, 357, 358, 359, 360, 361, 362, 363, 364, 365, 366, 367, 368, 369, 370, 371, 372, 373, 374, 375, 376, 377, 378, 379, 380, 381, 382, 383, 384, 385, 386, 387, 388, 389, 390, 391, 392, 393, 394, 395, 396, 397, 398, 399, 400, 401, 402, 403, 404, 405, 406, 407, 408, 409, 410, 411, 412, 413, 414, 415, 416, 417, 418, 419, 420, 421, 422, 423, 424, 425, 426, 427, 428, 429, 430, 431, 432, 433, 434, 435, 436, 437, 438, 439, 440, 441, 442, 443, 444, 445, 446, 447, 448, 449, 450, 451, 452, 453, 454, 455, 456, 457, 458, 459, 460, 461, 462, 463, 464, 465, 466, 467, 468, 469, 470, 471, 472, 473, 474, 475, 476, 477, 478, 479, 480, 481, 482, 483, 484, 485, 486, 487, 488, 489, 490, 491, 492, 493, 494, 495, 496, 497, 498, 499, 500, 501, 502, 503, 504, 505, 506, 507, 508, 509, 510, 511, 512, 513, 514, 515, 516, 517, 518, 519, 520, 521, 522, 523, 524, 525, 526, 527, 528, 529, 530, 531, 532, 533, 534, 535, 536, 537, 538, 539, 540, 541, 542, 543, 544, 545, 546, 547, 548, 549, 550, 551, 552, 553, 554, 555, 556, 557, 558, 559, 560, 561, 562, 563, 564, 565, 566, 567, 568, 569, 570, 571, 572, 573, 574, 575, 576, 577, 578, 579, 580, 581, 582, 583, 584, 585, 586, 587, 588, 589, 590, 591, 592, 593, 594, 595, 596, 597, 598, 599, 600, 601, 602, 603, 604, 605, 606, 607, 608, 609, 610, 611, 612, 613, 614, 615, 616, 617, 618, 619, 620, 621, 622, 623, 624, 625, 626, 627, 628, 629, 630, 631, 632, 633, 634, 635, 636, 637, 638, 639, 640, 641, 642, 643, 644, 645, 646, 647, 648, 649, 650, 651, 652, 653, 654, 655, 656, 657, 658, 659, 660, 661, 662, 663, 664, 665, 666, 667, 668, 669, 670, 671, 672, 673, 674, 675, 676, 677, 678, 679, 680, 681, 682, 683, 684, 685, 686, 687, 688, 689, 690, 691, 692, 693, 694, 695, 696, 697, 698, 699, 700, 701, 702, 703, 704, 705, 706, 707, 708, 709, 710, 711, 712, 713, 714, 715, 716, 717, 718, 719, 720, 721, 722, 723, 724, 725, 726, 727, 728, 729, 730, 731, 732, 733, 734, 735, 736, 737, 738, 739, 740, 741, 742, 743, 744, 745, 746, 747, 748, 749, 750, 751, 752, 753, 754, 755, 756, 757, 758, 759, 760, 761, 762, 763, 764, 765, 766, 767, 768, 769, 770, 771, 772, 773, 774, 775, 776, 777, 778, 779, 780, 781, 782, 783, 784, 785, 786, 787, 788, 789, 790, 791, 792, 793, 794, 795, 796, 797, 798, 799, 800, 801, 802, 803, 804, 805, 806, 807, 808, 809, 810, 811, 812, 813, 814, 815, 816, 817, 818, 819, 820, 821, 822, 823, 824, 825, 826, 827, 828, 829, 830, 831, 832, 833, 834, 835, 836, 837, 838, 839, 840, 841, 842, 843, 844, 845, 846, 847, 848, 849, 850, 851, 852, 853, 854, 855, 856, 857, 858, 859, 860, 861, 862, 863, 864, 865, 866, 867, 868, 869, 870, 871, 872, 873, 874, 875, 876, 877, 878, 879, 880, 881, 882, 883, 884, 885, 886, 887, 888, 889, 890, 891, 892, 893, 894, 895, 896, 897, 898, 899, 900, 901, 902, 903, 904, 905, 906, 907, 908, 909, 910, 911, 912, 913, 914, 915, 916, 917, 918, 919, 920, 921, 922, 923, 924, 925, 926, 927, 928, 929, 930, 931, 932, 933, 934, 935, 936, 937, 938, 939, 940, 941, 942, 943, 944, 945, 946, 947, 948, 949, 950, 951, 952, 953, 954, 955, 956, 957, 958, 959, 960, 961, 962, 963, 964, 965, 966, 967, 968, 969, 970, 971, 972, 973, 974, 975, 976, 977, 978, 979, 980, 981, 982, 983, 984, 985, 986, 987, 988, 989, 990, 991, 992, 993, 994, 995, 996, 997, 998, 999, 1000

PALACE PROPERTIES. We have a superb selection of properties in the most desirable areas of London. Tel: 01-493 8222

QUEEN'S GATE SW7. Newly refurbished flat with small kitchen, large reception, 2 bedrooms, 2 bathrooms, 2nd floor. £450 pw

25 Miles NORTH CENTRAL LONDON. On Moorcroft commuter line. Large Victorian house on edge of country village, 4 reception rooms, 8 bedrooms, 2 bathrooms. £620 £80285 (T)

LUXURY 1ST FLOOR PERIOD FLAT IN COLCHESTER TERRACE. Fully furnished, 2 bedrooms, 2 bathrooms, 2nd floor. £450 pw

HEALTH OF BAYSWATER. 2 bed, 2nd floor flat close to station. £450 pw

PROPERTY. We are looking for a highly motivated and professional individual to join our team as a Property Consultant. Tel: 01-235 7933

PROPERTY. We are looking for a highly motivated and professional individual to join our team as a Property Consultant. Tel: 01-235 7933

PROPERTY. We are looking for a highly motivated and professional individual to join our team as a Property Consultant. Tel: 01-235 7933

PROPERTY. We are looking for a highly motivated and professional individual to join our team as a Property Consultant. Tel: 01-235 7933

PROPERTY. We are looking for a highly motivated and professional individual to join our team as a Property Consultant. Tel: 01-235 7933

Chelsea Cloisters. 100, 101, 102, 103, 104, 105, 106, 107, 108, 109, 110, 111, 112, 113, 114, 115, 116, 117, 118, 119, 120, 121, 122, 123, 124, 125, 126, 127, 128, 129, 130, 131, 132, 133, 134, 135, 136, 137, 138, 139, 140, 141, 142, 143, 144, 145, 146, 147, 148, 149, 150, 151, 152, 153, 154, 155, 156, 157, 158, 159, 160, 161, 162, 163, 164, 165, 166, 167, 168, 169, 170, 171, 172, 173, 174, 175, 176, 177, 178, 179, 180, 181, 182, 183, 184, 185, 186, 187, 188, 189, 190, 191, 192, 193, 194, 195, 196, 197, 198, 199, 200, 201, 202, 203, 204, 205, 206, 207, 208, 209, 210, 211, 212, 213, 214, 215, 216, 217, 218, 219, 220, 221, 222, 223, 224, 225, 226, 227, 228, 229, 230, 231, 232, 233, 234, 235, 236, 237, 238, 239, 240, 241, 242, 243, 244, 245, 246, 247, 248, 249, 250, 251, 252, 253, 254, 255, 256, 257, 258, 259, 260, 261, 262, 263, 264, 265, 266, 267, 268, 269, 270, 271, 272, 273, 274, 275, 276, 277, 278, 279, 280, 281, 282, 283, 284, 285, 286, 287, 288, 289, 290, 291, 292, 293, 294, 295, 296, 297, 298, 299, 300, 301, 302, 303, 304, 305, 306, 307, 308, 309, 310, 311, 312, 313, 314, 315, 316, 317, 318, 319, 320, 321, 322, 323, 324, 325, 326, 327, 328, 329, 330, 331, 332, 333, 334, 335, 336, 337, 338, 339, 340, 341, 342, 343, 344, 345, 346, 347, 348, 349, 350, 351, 352, 353, 354, 355, 356, 357, 358, 359, 360, 361, 362, 363, 364, 365, 366, 367, 368, 369, 370, 371, 372, 373, 374, 375, 376, 377, 378, 379, 380, 381, 382, 383, 384, 385, 386, 387, 388, 389, 390, 391, 392, 393, 394, 395, 396, 397, 398, 399, 400, 401, 402, 403, 404, 405, 406, 407, 408, 409, 410, 411, 412, 413, 414, 415, 416, 417, 418, 419, 420, 421, 422, 423, 424, 425, 426, 427, 428, 429, 430, 431, 432, 433, 434, 435, 436, 437, 438, 439, 440, 441, 442, 443, 444, 445, 446, 447, 448, 449, 450, 451, 452, 453, 454, 455, 456, 457, 458, 459, 460, 461, 462, 463, 464, 465, 466, 467, 468, 469, 470, 471, 472, 473, 474, 475, 476, 477, 478, 479, 480, 481, 482, 483, 484, 485, 486, 487, 488, 489, 490, 491, 492, 493, 494, 495, 496, 497, 498, 499, 500, 501, 502, 503, 504, 505, 506, 507, 508, 509, 510, 511, 512, 513, 514, 515, 516, 517, 518, 519, 520, 521, 522, 523, 524, 525, 526, 527, 528, 529, 530, 531, 532, 533, 534, 535, 536, 537, 538, 539, 540, 541, 542, 543, 544, 545, 546, 547, 548, 549, 550, 551, 552, 553, 554, 555, 556, 557, 558, 559, 560, 561, 562, 563, 564, 565, 566, 567, 568, 569, 570, 571, 572, 573, 574, 575, 576, 577, 578, 579, 580, 581, 582, 583, 584, 585, 586, 587, 588, 589, 590, 591, 592, 593, 594, 595, 596, 597, 598, 599, 600, 601, 602, 603, 604, 605, 606, 607, 608, 609, 610, 611, 612, 613, 614, 615, 616, 617, 618, 619, 620, 621, 622, 623, 624, 625, 626, 627, 628, 629, 630, 631, 632, 633, 634, 635, 636, 637, 638, 639, 640, 641, 642, 643, 644, 645, 646, 647, 648, 649, 650, 651, 652, 653, 654, 655, 656, 657, 658, 659, 660, 661, 662, 663, 664, 665, 666, 667, 668, 669, 670, 671, 672, 673, 674, 675, 676, 677, 678, 679, 680, 681, 682, 683, 684, 685, 686, 687, 688, 689, 690, 691, 692, 693, 694, 695, 696, 697, 698, 699, 700, 701, 702, 703, 704, 705, 706, 707, 708, 709, 710, 711, 712, 713, 714, 715, 716, 717, 718, 719, 720, 721, 722, 723, 724, 725, 726, 727, 728, 729, 730, 731, 732, 733, 734, 735, 736, 737, 738, 739, 740, 741, 742, 743, 744, 745, 746, 747, 748, 749, 750, 751, 752, 753, 754, 755, 756, 757, 758, 759, 760, 761, 762, 763, 764, 765, 766, 767, 768, 769, 770, 771, 772, 773, 774, 775, 776, 777, 778, 779, 780, 781, 782, 783, 784, 785, 786, 787, 788, 789, 790, 791, 792, 793, 794, 795, 796, 797, 798, 799, 800, 801, 802, 803, 804, 805, 806, 807, 808, 809, 810, 811, 812, 813, 814, 815, 816, 817, 818, 819, 820,

LA CRÈME DE LA CRÈME

IN PURSUIT OF EXCELLENCE

c. £15,000

Are you looking to join an organisation where initiative and professionalism are well rewarded? Our client, a specialist firm of Financial Advisers based in EC4, seek a PA/secretary of the highest calibre to become an integral member of small, select team. Confidence and poise gained through previous experience at senior level will enable you to build a rapport with top international clients and become involved in exciting new projects.

An ability to cope with pressure whilst retaining a sense of humour will be essential.
Skills of 100/60+, age 22-30.
Please call 01-631 0479.

Seer Selection RECRUITMENT CONSULTANTS

BE A TEMPORARY SECRETARY, NOT JUST A TEMP!

Tired of being taken for granted? As an experienced secretary with extensive knowledge of word processing, particularly IBM Displaywriter and Wang, we can offer you:

- ▶ Up to £7 per hour
- ▶ Overtime pay
- ▶ A friendly professional service
- ▶ A selection of London's top assignments

To join our team of valued, high calibre secretaries, please call Camilla Arnold on 01-631 0479.

Seer Selection RECRUITMENT CONSULTANTS

TRADING AT THE TOP

c. £13,000 + BONUS

Are you resourceful and fast on your feet? Do you have the confidence to liaise with top international clients and cope with working in a dynamic, fast moving environment.

The young M.D. of a highly successful American trading company seeks an assertive and well educated P.A. to take responsibility for prioritising his sometimes frenetic schedule and to co-ordinate the activities of a busy team of brokers.

A knowledge of the City and skills of 100/60 will be required. Age preferred 24-32.

Please call 01-631 0479.

Seer Selection RECRUITMENT CONSULTANTS

Recruitment Consultant 24-30

The success of our permanent department is due to an exceptional consultant. We look for related experience and expertise with an easy and comprehensive ability to candidates and clients. Initiative, drive, telephone confidence and good knowledge of up-to-date office technology, an ability to type to perfection.

We are a closely knit team in superb offices. Rewards are based on a good basic salary and following probationary period inclusion in generous bonus scheme. Please ask for Joyce Guinness personally 24-30.

01-589 8807
JOYCE GUINNESS
RECRUITMENT CONSULTANTS
21 Brunton Road, Bishops Cleeve

INTERNATIONAL PETROLEUM ENGINEERING CONSULTANTS LIMITED

is a successful petroleum engineering consulting company consisting of some forty staff and based in the West End of London. We are expanding and require the following staff:

Marketing Co-ordinator

To provide organisational and administrative support for the Sales and Marketing Department. The ideal candidate would have:

- degree or similar qualification;
- fluency in two or more European languages;
- varied work experience in a sales and marketing environment.
- good secretarial skills, preferably with word processing experience.

Oil industry experience would be an advantage.

Receptionist/Telephonist

Responsible for reception, including post and telex. You will be smart and well spoken with typing and secretarial skills and at least 3 years work experience.

WP Operator/Secretary

You will be one of our secretarial team, responsible for various secretarial activities, including word processing and company filing. Typing skills must be excellent and Rank Xerox wp experience preferred, although we are prepared to x-train.

The above positions carry excellent salaries and benefits. Please reply in writing with full CV to:
Barbara Woolcott, International Petroleum Engineering Consultants Limited,
18 Hanover Square, London W1R 9DA.

PIPEC INTERNATIONAL PETROLEUM ENGINEERING CONSULTANTS LIMITED

Secretary/PA - Personnel

W1 **£10,000**

Tootal Group plc is a large international company, and we are looking for a bright self motivated Secretary/PA to the Personnel Executive - Clothing Operations.

The role will be to provide a full secretarial service, and in addition will include recruitment and training administration, liaison with staff up to Board level, and generally to provide administrative support to the Personnel Executive.

Good accurate shorthand and typing (word processing) skills are essential, together with a pleasant telephone manner. Personal presentation and communication skills must be of the highest standard, and you must be used to working on your own initiative. Previous experience of Personnel would be an advantage.

We offer an attractive salary and benefits package

Please ring in the first instance **Christine Docherty** on 01-387 2817. 204 Great Portland Street, London W1N 5HG.

SECRETARY TO THE MAYOR OF THE LONDON BOROUGH OF HARROW

£10,251 - £10,902

Are you an experienced Secretary/Administrator looking for a more rewarding and interesting career? This is a challenging and responsible job offering a wide variety of duties and the opportunity to work with a considerable degree of freedom.

You should be able to work under pressure, with minimum supervision, take on responsibility and have good oral and written communication skills.

In particular, you will be required to -

- Have appropriate work experience, possibly in a Local Authority;
- Have a knowledge of protocol and ceremonial matters; Assist in the administration of and attend certain ceremonies and social functions;
- Provide administration for the Mayor's Charity Fund raising and the Mayor's Committee;

We offer good conditions in a modern office. You will also be responsible for supervising an assistant.

Telephone Jo Portillo on extension 2785 for details and an application form.

The closing date is 18th June 1987.

Harrow London Borough an equal opportunity employer

IMMEDIATE TEMPORARY ASSIGNMENTS

FOR SECRETARIES

With 100/60 wpm and a working knowledge of word processors. Long or short term assignments available NOW.

Telephone 01-439 0601 NOW!

NEW SUMMER RATES

MacBlain NASH Temporary Secretaries

Carrington House, 130 Regent Street, LONDON W1T 1JL; 01-439 0601
Warriner to Regent Place above Horse Guards

CITY P.A. £12K + Bens

Aged 25-28? Looking for an opportunity to prove your worth? This fast expanding and hugely impressive international company needs a truly talented P.A. with degree (or poss. 'A' levels) and good skills (90/60/WP) to assist a Director. Very interesting field of work.

GRADUATE £11,000++

Unrivalled opportunity for a graduate to join this major international FMCG company, based west of London. Working in a team environment the emphasis will be on administration. Excellent career prospects. Requirements: Typing/WP and about 12 months experience. German useful.

ADMIN/PA £10,500

A major force in the British computer market has several openings for bright experienced PA/assistants who enjoy the stimulus of a hectic environment. Supporting a Director you will also be responsible for supervising a junior. Age 23+. Promotion prospects can be good.

Plus many more vacancies offering salaries of £10,000-£13,500. Late appointments are always available.

GRADUATE APPOINTMENTS
7 PRINCES STREET W1 01-439 7282

SECRETARY/MKTG £9,000ish

This is a very lively marketing team environment where the high-profile work is of critical importance. You'll man the PC, using Multimate (with X train) and Lotus (will train). Lots of presentations.

Call **CLIVE RINGROSE**
01 629 0777

Office Angels

PROPERTY DEVELOPMENT BELGRAVIA To £12,000

This is your opportunity to play a major and vital part in the organisation of an exciting and dynamic new company. In your own large and elegant office you will be liaising with people at the highest level and as such will have a professional and mature attitude to your work. Your age will not be the deciding factor but your personality will.

Susan Beck RECRUITMENT 01-584 6242

Mary Overton PERSONAL SEC FOR DESIGN GROUP M.D.

Smart, trendy design consultancy in Chelsea - close to 30 people making a big success of serving top agencies, top clients, MD's Personal Secretary. You'll be both business and private matters: arranging meetings (or brokering), diary keeping, phoning, looking after all the non-productive stuff which makes your client happy. You'll be in the office or at home. Plus some secretarial work for the two other design directors. You need business shorthand and wp, confidence, tact and a ready smile, but no more than 20 years experience. No dogs, no flags, age 25-35 cost almost everyone else is.

MARY OVERTON RECRUITMENT LIMITED
35 PRINCEDALE LONDON W1V 9PB
01-734 7282

DRAKE PERSONNEL PA WITH LANGUAGES £12,000 & Foreign Travel

A fantastic opportunity could be yours with the world's leading company. As PA to the UK and European Marketing Director you will accompany him on his frequent overseas visits. You will be organising exhibitions and have a good knowledge of the business. You will be a self-starter and will be responsible for the day to day running of the office. Small team of 6-8 staff.

01-589 8807
JOYCE GUINNESS
RECRUITMENT CONSULTANTS
21 Brunton Road, Bishops Cleeve

THAT VITAL INGREDIENT to £15,000 - W1

Small Head Office of diversified holding company requires a charming senior secretary to provide excellent all round back-up to the Chairman and two of his colleagues. Working as a vital member of this close-knit, happy team, you will be responsible for ensuring the smooth running of all aspects of this busy office and providing full secretarial support to the team. Skills of 90/60/WP, good presentation and education and a discreet, mature, team spirited approach essential. Age 27-40. Superb offices. Please call 434 4512

Crone Corkill RECRUITMENT CONSULTANTS

CJES RECRUITMENT CONSULTANTS

3 London Wall Buildings, London Wall, London EC2M 5PJ
Tel: 01-588 3588 or 01-588 3576
Telex No. 287374 Fax No. 01-256 8501

PERSONNEL ASSISTANT WEST LONDON c.£9,000

LEADING SPECIALIST PUBLISHING HOUSE

For this new appointment, which is due to an increasing workload in this expanding organisation, we invite applications from candidates in their early to mid-thirties, educated to 'A' level and with the confidence and ability to develop their responsibilities in a personnel and administrative role. Previous personnel experience is not necessary as full training will be given. Working with the Director and the Personnel Manager the responsibilities will be widely drawn and include the administration of personnel files and details of benefits (SHPA, STI, pensions) and holiday/SPP records etc., and there will be some office management duties. Accurate typing is necessary (shorthand useful) for correspondence and future computerisation of the personnel function. Initial remuneration will be negotiable dependent on age and experience £9,000 + good company benefits. Applications in strict confidence under reference LSPH86/TT to the Managing Director.

CAMPBELL-JOHNSTON EXECUTIVE SECRETARIES LIMITED (RECRUITMENT CONSULTANTS),
3 LONDON WALL BUILDINGS, LONDON WALL, LONDON EC2M 5PJ.
TELEPHONE: 01-588 3588 OR 01-588 3576. TELEFAX: 01-256 8501

CALLING

Temporary Executive Secretaries

Our clients are constantly calling for senior level people with good shorthand typing and knowledge of at least one WP to facilitate cross training. We generally offer highest rates and conditions, regularly reviewed, commensurate with your overall experience and capabilities. On offer are attractive executive level assignments - that's a promise - backed up by our well known reputation for a caring and professional approach.

Wish up to £7.80 per hour - an excellent package is only a phone call away, contact Vanessa or Vanessa at:

01-589 8807
JOYCE GUINNESS
RECRUITMENT CONSULTANTS 21 Brunton Road, Bishops Cleeve SW3

Mediaad MEDIA & ADVERTISING

Since 1st July 1986 Amanda Fone has been joined by Carolyn Cowdrey, Gill Glendinning, Sarah Hamber, Emma Lloyd, Juliet Slayter and Jane Iveson.

On 1st June 1987 Mediaad moved to:

FINLAND HOUSE
56 HAYMARKET
LONDON
SW1Y 4RN

We would like to take this opportunity to thank all of our candidates and clients for contributing to our success.

TM

01-581 2296 INTERNATIONAL RECRUITMENT
01-581 4787 SENIOR PRESIDENT RECRUITMENT LONDON SW1

NEW BUSINESS £14,000 + Company Perks.

Our client, a large international company, is seeking for a PA/Secretary for their Director of New Business. Your day-to-day duties will include telephone work with clients in the United Kingdom and United States, extensive travel arrangements and itineraries, the organisation and juggling of meetings as well as the usual secretarial back-up. You'll need to be c.22, educated to 'A' level standard, be bright, quick and on the ball. Speeds 100/60.

FILM STARS W1 £12,000

This well known company who are agents and legal advisors to the world's best film and pop stars, are looking for a bright, capable and highly-confident young secretary/PA. You must be able to deal with people at the highest levels, have tact and diplomacy, be able to arrange meetings throughout Europe and work to impossible deadlines. Speeds 100/60. Age 25.

Please call us for an interview until 6.30pm

More P.A. than Secretary

£15,000 p.a. Age 30+

An International Lloyds Brokers needs a Flexible P.A. Secretary to work with their 2 young Broker Directors. Based in their City offices you will be involved in all aspects of their work. With good personal standards and the ability to communicate at any level it will be necessary for you to manage the office during their frequent trips abroad. Good secretarial skills are essential. Write or telephone **ARLENE HORNEY** at:

PETER BRAY ASSOCIATES
3 Blake House, Admirals Way, Waterside, London E14 5UF, 01-538 5141

URGENT

- If you want a career in a design company or A.N. Other why not temp for them first?
- Your temping future is permanent with us.
- Bookings cover all secretarial skills.
- Length and time of booking up to you.
- Top rates paid same week.

Susan Beck RECRUITMENT 01-584 6242

KIDS CHARITY SECRETARY

We need an adaptable and dynamic person with excellent typing, shorthand and secretarial skills to provide administrative and secretarial services in our small appeals office. The post requires accuracy and a methodical approach, and applicants should be able to deal efficiently with outside contacts at all levels. Word Processing skills an advantage (cross training given).

Salary £9,785 - £10,611 p.a., 5 weeks holiday

Apply with CV to John Mulcahy, KIDS, 80 Waynflete Square, London W10 6UD. Tel: 01-969 2817.

Closing date 12 June 1987.

The KIDS Centre is close to Latimer Road tube station.

PERSONAL ASSISTANT £9,500 - £10,000

Interesting and rewarding mixture of administrative and secretarial assistance to one boss who heads a staff of 30.

We require someone with good secretarial skills, literacy and education who is also enthusiastic and meticulous.

Please telephone Mrs P A Stanley on 01 636 8192

INSTITUTE OF MEDICAL LABORATORY SCIENCES
12 Queen Anne Street, London W1M 0AU

PR OPPORTUNITIES Sponsorship and Event Management

Young Sporting PR Co. seeks energetic Sec/Assistant for busy Athletics Account Team. Potential career development for a switched-on personality with good Sec. skills.

High Tech Interest

Client liaison, media contact, organise press releases and functions and take the initiative in this involved role as Secretary to 2 dynamic whizz kids. New position with excellent prospects for 2nd jobber with good skills.

To find out more about these and other opportunities within established PR Consultancies phone:

Jane Kells on 01 408 1616

Marketforce SPECIALISTS

Mary Overton PERSONNEL SEC/PA: THE VIEW FROM THE TOP

MARY OVERTON RECRUITMENT LIMITED
35 PRINCEDALE LONDON W1V 9PB
01-734 7282

Looking for more involvement?

Due to internal promotion, we need an experienced and energetic secretary to organise two of our Directors and their business areas. As well as an excellent track record at a senior secretarial level, with immaculate shorthand and typing skills, you will have good organisational abilities and will enjoy responsibility for compiling and presenting financial and business data. If you want to become part of a small and professional management consulting team based in WC1, please call Miss Murray on 405 4285. Non-smoker. Salary £11,000+, 20 days' holiday. BUPA, non-contributory pension scheme and STL.

A WINNING PERSONALITY

...could earn you £12,000 in your first year plus an excellent training, £7,000 negotiable regulated earnings scheme, early management opportunities and the backing of a £4 billion international group. If you have drive, initiative, good communicative skills, it's an excellent career move - take it. Phone for details.

01-222 1363

SOCIAL GRACES £11,000

Personality and charm should be your key attributes when attending receptions, events and dining with clients. Whilst working with the professional executive as PA/Secretary you will utilise your administrative ability to full potential. And so it should.

Call 377-6777

Middleton Jeffers RECRUITMENT LIMITED

DRAKE PERSONNEL PRESTIGIOUS FRENCH PA £11,000

Join this dynamic company based in London. As PA to the Chairman you will be responsible for everything that goes on in the office including organising and ensuring clients and supervising your secretaries. You need a professional telephone manner as there will be lots of international telephone lessons. If you have excellent shorthand and typing skills. Call **Laura Beattie** on 01-221 5872.

01-589 8807
JOYCE GUINNESS
RECRUITMENT CONSULTANTS
21 Brunton Road, Bishops Cleeve

DRAKE PERSONNEL ADMINISTRATIVE PA £12,000

Utilise your excellent organisational and administrative skills when you join the young dynamic investment company. Based in a prime West London office you will be responsible for the day to day running of the office as well as being a confident personality and the ability to liaise with clients at all levels. An equally important part of the job is to ensure that the office is running smoothly. Please call **Laura Beattie** on 01-221 5872.

EXPERIENCED SECRETARY £8,000 20+

Required by international company based in Piccadilly to work with our busy sales and marketing departments. An interesting and varied job with a good salary and a bonus scheme. Salary plus 10% p.a., 4 weeks holiday and STL.

Call Mrs S. Murray on 01 930 3191 or send CV to: **Michelle Drilling** 6 Belvedere Street, London, SW1V 6DD. (No Agencies)

OLYMPIA EXHIBITIONS CENTRE requires Hall Director's secretary £9,500.

Major audio necessary with commercial experience to become involved in running exhibition centre, client liaison etc.

Send CV to: **Jane Pope** Personnel Offices, Earls Court Exhibition Centre, Warwick Road SW5 9TA.

DRAKE PERSONNEL PA WITH LANGUAGES £12,000 & Foreign Travel

A fantastic opportunity could be yours with the world's leading company. As PA to the UK and European Marketing Director you will accompany him on his frequent overseas visits. You will be organising exhibitions and have a good knowledge of the business. You will be a self-starter and will be responsible for the day to day running of the office. Small team of 6-8 staff.

01-589 8807
JOYCE GUINNESS
RECRUITMENT CONSULTANTS
21 Brunton Road, Bishops Cleeve

DRAKE PERSONNEL PRIVATE PA 25-35 SW1 £12,000 + Co Benefits

Director of public relations to cover a well selected and presented PA to run the private office and Co. Ltd. You will be responsible for the day to day running of the office and a knowledge of Canon WP P (with cross train). Must be able to work on own initiative dealing with incoming calls, clients and tenants. Excellent package.

01-589 8807
JOYCE GUINNESS
RECRUITMENT CONSULTANTS
21 Brunton Road, Bishops Cleeve

DRAKE PERSONNEL ADMINISTRATIVE PA £12,000

Utilise your excellent organisational and administrative skills when you join the young dynamic investment company. Based in a prime West London office you will be responsible for the day to day running of the office as well as being a confident personality and the ability to liaise with clients at all levels. An equally important part of the job is to ensure that the office is running smoothly. Please call **Laura Beattie** on 01-221 5872.

TIMBER GROWERS ADMIN/WP/SECRETARY Salary £3 - £3,500 p.a.

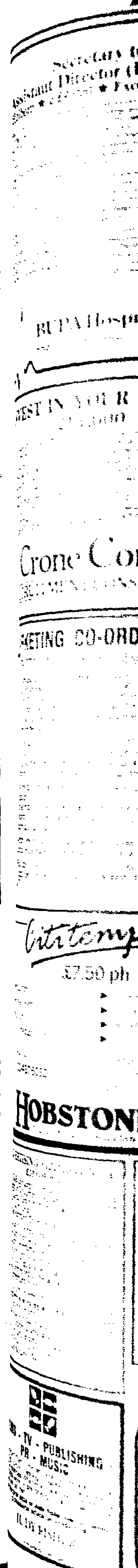
Bright, energetic secretary to work for a leading timber merchant. PA/Secretary to work in a busy office with a variety of tasks. Good secretarial skills essential with excellent presentation for client. Please contact **Jenny Fennell** on 01 225 295 for immediate interview.

ARCHITECTS 2nd jobber required for MD's PA. Fast paced to and good sense of humour. Beautiful offices.

Call **LSL Rec Cons** 482-1084/489 0758.

ADVERTISING £11,000

MD and executive of a Fast Grow agency require versatile PA/Secretary to work in a busy office with a variety of tasks. Good secretarial skills essential with excellent presentation for client. Please contact **Jenny Fennell** on 01 225 295 for immediate interview.



LA CRÈME DE LA CRÈME

<p>PROPERTY £12,000</p> <p>Do you find the world of property interesting? We have a variety of opportunities if you do. Big companies or small, West End or City, Commercial or residential, we've got them. Good organisational and secretarial skills, the ability to work with other people and communicate will qualify you for these exciting jobs. Some experience with minutes helpful. Age 25-30.</p> <p>01-499 6892</p> <p>Senior Secretaries</p>	<p>COSMOPOLITAN TEAM WORK c. £11,500</p> <p>One of London's most go-ahead Merchant Banks, based in the West End, is currently seeking 2 fully, very well-presented, efficient secretaries aged 22+ as a Specialist Secretary to work for a charming French boss, and one as a 'Trader's' Secretary, using French and Spanish. Both posts offer excellent terms and conditions, and each is an unrivalled opportunity for the right person.</p> <p>01 499 0092</p> <p>Senior Secretaries</p>	<p>INVESTMENT £10,000 neg</p> <p>A young go-ahead group of public school-educated men are looking for a similar type secretary to assist them. The atmosphere is friendly, the work exciting and the opportunities are there to gain Good secretarial skills, an interest in investments and a lively and friendly manner are essential qualifications. If the above is a description of you, please telephone us today. Age 21-23.</p> <p>01-499 6892</p> <p>Senior Secretaries</p>	<p>TEMPORARY SENIOR SECRETARIES</p> <p>Your high calibre secretarial experience including shorthand and typing skills are what our clients are looking for on both a temporary and permanent basis. Age is immaterial but work experience, particularly in West End, City, Discretionary, HR Department 3 and Marketing is more than an advantage. In return we offer you high rates (based on regularity), 40-hour level holidays and a caring and professional service.</p> <p>Call: Senior Secretary 01-499 9171 (Day) 01-499 9172 (Night) or 01-499 4422 (Recruitment)</p> <p>Senior Secretaries</p>	<p>ESTATE AGENTS c. £11,000</p> <p>Two leading residential estate agents in Knightsbridge and South Kensington require enthusiastic, mature secretaries to work for a partner and his small team. If you have a flexible approach and can cope with everything in a busy office, aged 22-35, with skills of 90/60, please ring us.</p> <p>01-589 4422</p> <p>Senior Secretaries</p>
--	---	--	--	---

FREELANCE HOUSE SECRETARY

Confident that your Secretarial skills are good enough to work at all levels in the world's largest hotel and catering organisation?

Then Trusthouse Forte have a challenging opportunity for an experienced Secretary to work at Group Head Office in High Holborn and at Piccadilly Circus. All assignments would be on a temporary basis and you would be regarded as self-employed.

The work will be at various levels from Junior Management to Board Director and in a range of Departments which include legal, administration and financial.

Applicants must be well presented and have several years experience with good Secretarial skills including Shorthand and Audio. A knowledge of Word Processing, particularly Multimat, would be an advantage.

Flexibility will be an important asset to adapt to the requirements of the various Departments and the ability to communicate at all levels is essential.

If this challenge appeals to you, please send your career and personal details to Pauline Lincoln, Trusthouse Forte PLC, 12 Sherwood Street, London W1V 7TD. (NO AGENCIES).

Trusthouse Forte PLC

Crone Corkill temps always fit in, £7.50p.h.

Everyone with the same skills is paid this rate. Our temporary team has established an excellent reputation over the past 10 years. It isn't really surprising. We take great care to ensure the right person is in the right assignment. Your skills and work experience, journey and personality are all thoughtfully pieced together to produce a complete picture so that you can make the most of your assignments.

You will need speeds of 100/60, 2 years' Director level experience in Central London (or a comparable capital city) and good WP skills.

Ring us now to join the team, and we'll make sure you're never a square peg in a round hole! 01-454 4812.

Crone Corkill RECRUITMENT CONSULTANTS

Professional recruitment as dedicated to your career as you are.

In the West End SUITED TO ADMIN?

Progress to a career in Personnel/Office Admin. with this international textile company. They have a superb opportunity for someone with proven secretarial experience who is looking to take their first step away from a totally secretarial position. Their Staff Manager requires a capable admin. secretary to take on much of the personnel/office admin. function. Front line recruitment of staff will be one of your duties, along with organising in-house training programmes, ordering office equipment and dealing with any day-to-day problems. The ideal applicant will be a creative thinker with the ability to eventually manage and organise a small dept. Skills 80/50. Age 21-25. Salary c. £9,500.

FINESSE APPOINTMENTS

01-499 9175

Go for Brokers! £13,000

Senior Secretary, 27+, for the 'clever, demanding, humorous' Head of Commodities with a Major Stockbrokers in the City. An upmarket environment - shorthand + WP.

SECRETARIES PLUS

Positively Personnel! £15,000+

You have personnel/recruiting skills, a natural enthusiasm for life and a positive attitude. Your hard work and expertise will earn you job satisfaction and excellent financial rewards as a consultant with Secretaries Plus or WordPlus, our expanding specialist secretariat and WP divisions. Call Lyn Cecil on 377 8900.

Audio Challenge £11,500

Please organise the Investment Partner of a major W1 Property Co/Estate Agent. He's a young 'Old Harrovian' who loves to delegate.

Personnel+ £10 - £12,000

No shorthand needed as PA to the Company Secretary of a reinsurance brokers in ECG. He deals with personnel and co admin, and needs someone A level standard, 24+ with WP and maybe audio skills.

INTERNATIONAL HOSPITALS GROUP

PA for Managing Director

Our Managing Director's PA is about to leave for the best of reasons. To replace her will be difficult but if you have previous experience at board level, excellent secretarial skills, diplomacy and the flexibility which is required in meeting the needs of this interesting and demanding role please write to me, providing full details of your career and qualifications.

In return, we offer all the benefits you would expect from an international company together with free BUPA medical cover.

Jeff Webb, Personnel Manager, International Hospitals Group, Stoke Park, Stoke Poges, Slough, Berkshire SL2 4NS.

International Hotels

PA to £12,000

This French company owns hotels worldwide in addition to restaurant, catering and brewing interests. The Development Director is opening up the British operation and needs a PA with proven senior-level experience. A high level of liaison with Head Office means you need fluent French - both oral and written. Working one-to-one, you should have the capacity for close, detailed involvement and the confidence to take the initiative in his absence. Excellent skills, presentation, and poise? Age 23-40? Please call 01-493 5787 for further details.

GORDON-YATES

Recruitment Consultants

COLLEGE TO CAREER

Monday 8th June

An opportunity to fill your College Leaver vacancies. To advertise Call: 01 481 4481

OGILVY AND MATHER ADVERTISING AGENCY SECRETARIAL OPENINGS

My client, Ogilvy and Mather, the prestigious international agency near Covent Garden, are seeking two secretaries, both in account handling divisions. The first one might be a college leaver with good skills or somebody with up to a year's experience, and the successful applicant can expect £8,000 + very good perks.

The second is for a senior person (no shorthand necessary) working for one of a company's Directors. Salary is £10,000 + perks.

Apply in the first instance to Daniel Lewis 01-336 1994 (Rec. Cont)

CAREY STREET

6 If only we'd had a secretary from Senior Secretaries

SECRETARY MAGAZINE PUBLISHING

Secretary with at least two or three years' experience needed for the Managing Director's office of international magazine publishing house. We need really excellent shorthand and typing energy, and enthusiasm. WP experience would be useful, initiative and the ability to mix at all levels are essential.

The secretary will also work with the MD's assistant and it is essential we have someone happy to work as a team member. We publish some of the best known glossies (Cosmo, Harpers & Queen, etc) from attractive, modern offices in W1. It is a friendly, informal company but our standards match the quality of our publications. Please write with full CV including details of present salary and availability to:

Beverly Flower
The National Magazine Co Ltd
72 Broadwick Street
LONDON W1V 2BP

MULTILINGUAL SERVICES

GERMANY: Frankfurt area: Bilingual Secretary with good conversational German to work for European Director and Marketing Manager at the marketing-orientated European HQ of a US company. We are looking for someone in their mid twenties to early thirties, who is of English mother tongue with English shorthand, and who has a good business background. Salary will vary according to age and experience, from about £11,000 to £15,000 and over. The company will move from Frankfurt to a very desirable small town within commuting distance in the Autumn.

LONDON: PORTUGUESE, ITALIAN, SPANISH and FRENCH. We have four (and more) interesting and varied PA/secretarial jobs for senior people with impeccable English and good English shorthand, who are very fluent on one of the above and able to handle up to date office equipment. Salaries in the £11,000 - £12,000 area (lots more for some of the French jobs) with some tempting extras too.

01 836 3794
22 Charing Cross Road, London WC2H 0HR

Marketing and Admin Coordinator £12,000 +

If you have a flare for communicating with people and can combine this with administrative ability, we can offer a real career opportunity. Promoting this well known business centre, you will handle all enquiries and organise seminars and lunches. You will also be responsible for the smooth running of the office and your department's budget as well as organising and attending regular administrative meetings. A-level plus education.

Age 25-35
50+ wpm typing

RECRUITMENT'S GARRICK STREET COMPANY LTD
COVENT GARDEN
TEL: 01-831 1220

SECRETARY TO SALES DIRECTOR

An opening has arisen in this West End Fashion company for a Secretary to the Retail Sales Director.

The Sales Director is responsible for retail operations, including branch profitability, site acquisition and development, display and visual merchandising. As Secretary you will need S/R and typing of 90/50 wpm, possess high organisational skills and a positive and confidential approach to your work.

We are offering a competitive salary, generous personal discounts, contributory pension scheme, subsidised staff restaurant and 4 weeks hols p.a.

Telephone 01-434 0162 Ext 298 for an application form or write to Viyella Personnel Department, 57 Broadwick Street, London W1V 1FU

Viyella

Personal Assistant to the Director (Ref: A125/87)

SALARY: £10,335-£14,559

The Polytechnic's new Director needs a Personal Assistant with experience of director level work, preferably in the educational sphere. Applicants should have excellent secretarial skills including shorthand and the ability to deal effectively with the Director's varied internal and external contacts.

Application forms and further details are obtainable from the Personnel Office, The Polytechnic North London, Holloway Road, London N7 8BD. Telephone 01-605 9513 (24 hour answering service).

Closing date for the receipt of applications is: 17/6/87.

P-N-L
THE POLYTECHNIC OF NORTH LONDON

BROKING BONANZA to £12,000

Join this internationally renowned firm of stockbrokers as senior secretary in the private client department. You will deal with various PA matters and will liaise with the press as well as providing full secretarial support. 60 wpm typing and WP experience required. Benefits include a free lunch.

NO SHORTHAND £11,500 + mortgage subsidy

This prestigious merchant bank requires an experienced audio secretary to assist 2 young executives in corporate finance. A full and varied role in a very friendly department where your talents will be recognised.

Please telephone 01 240 3551

Elizabeth Hunt
Recruitment Consultants
2 Bow Lane London EC4

Am I Dreaming?...

£11,000 plus perks

YES, it is possible to work in Knightsbridge, with really nice people, thoroughly enjoy your fascinating job and have excellent career prospects... If you are keen to one down the typing and tone up the involvement... this could be the job for you. Plenty of people contact and responsibility in an environment that is literally buzzing with activity and bright people can only be a recipe for success. So, if you have good typing and plenty of oomph and are 21+, please telephone 01-493 5787.

GORDON-YATES
Recruitment Consultants

CAREER DESIGN LIMITED

TOP-FLIGHT PA TO £16,000

A highly skilled personal secretary is required by two leading international executives on London's most prestigious property development.

The candidate appointed will have secretarial experience at the highest level. You will have an easy social as well as an efficient business manner to cope with both promotional and administrative duties. You must be flexible, tireless and have first class shorthand and WP experience. Above all, you must need to be challenged.

Because of the seniority of this post, we can only consider applicants of the highest calibre.

01 489 089/01 236 2522

NATIONAL INTERACTIVE VIDEO CENTRE

PERSONAL ASSISTANT

Following expansion of the Centre and its move to newly refurbished premises, a PA with excellent secretarial and organisational skills is required to work with the Director. An ability to liaise with top level executives and to work on own initiative is essential. Salary £10-11,000.

Please reply with full CV to Mr Angus Douban
Director
National Interactive Video Centre
24 Stephenson Way
London N1R 2SD
01-387 2228

ARTS SPONSORSHIP

Recently appointed Director of Sponsorship in world famous arts organisation needs a PA to assist in all aspects of this exciting new job. The successful applicant will have well developed communication skills, good secretarial and admin ability and the social flair and confidence to deal with artists and musicians as well as top level corporate sponsors. A PR/marketing background would be a plus for this rare opportunity in arts sponsorship. Salary c£9,000

01-493 0238

JUDY FISHER ASSOCIATES
Recruitment Consultants

ELECTRA INVESTMENT TRUST P.L.C.

Second Secretary to both Chairman and Chief Executive

Second secretary required to work in close liaison with present secretaries to share very varied and pressurised workload in prestigious WC2 office.

This is a responsible position and applicants must be well groomed, well spoken and have good knowledge of office and social procedures. Min. 100/65 Pitmans shorthand and typing. WP exp. useful. Age immaterial but previous secretarial exp. essential.

Hours 10.30am - 6.30pm. Generous salary a.s.e. plus package to include mortgage subsidy, BUPA, travel allowance, etc.

Applications in writing (with photograph if poss.) to

Miss M Scully,
Electra Investment Trust P.L.C.,
Electra House, Temple Place,
London WC2R 3HP.

PR Livewire! £8,500+++

Young, dynamic and professional? Then this fabulous, high-rising young PR outfit won't get to know you. Great 'buzz' atmosphere, with fast pace and total involvement guaranteed. Regular business meetings, sports and social club ensure good communications throughout. Quarterly 15-20% bonuses. Want to get involved in success? Age 20-23 with good typing? Call now on 01-493 4466.

MERRYWEATHER ADVERTISING & SELECTION

SALES ADMINISTRATOR WITH GERMAN c.£10,000 a.a.e

International company west of London needs an efficient administrator for the Sales and Marketing Department to liaise with their factories in Germany.

Initiative and good word-processing skills coupled with good German are necessary for this challenging position. Age: mid 20's. (Rec. Cons).

International Secretaries

SUCCESS STORY CIRCA £10,000

A team secretary is required by a small group of high fliers who are responsible for marketing a fashionable range of clothing in the UK. You might soon find yourself in the business office and you will be sorting out his London base, acquiring a PC, establishing systems, liaising with his financial and legal advisors and helping his wife and children set up home.

He is very enthusiastic, very demanding and not entirely conventional. You must be confident, flexible and organised, used to dealing with finance and legal matters, preferably speak French. This job would suit someone very energetic, who enjoys working in an international business environment without necessarily wanting a large office.

AGE 21-28
SKILLS 90/50 + WP
WEST END OFFICE 01-629 9686

ANGELA MORTIMER

COUNTRY HOUSES ASSOCIATION

is seeking an experienced **SECRETARY/PA** for the Chief Executive of an expanding registered charity concerned with the restoration and preservation of important houses.

This is a varied and interesting position and an attractive salary and pension scheme will be offered to a suitable candidate. Shorthand not necessary but WP experience essential.

NON-SMOKER

Please send C.V. to R.D. BRATBY Esq.
COUNTRY HOUSES ASSOCIATION
41 KINGSDAY, LONDON WC2B 6SL.

SECRETARY

As a secretary in the Advertising Control Division, you will have a varied and interesting job which will utilise all your secretarial skills.

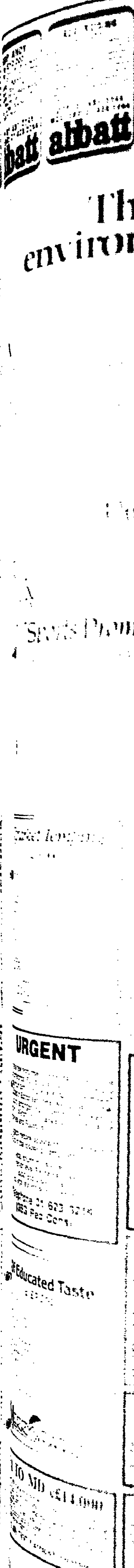
Advertising is a demanding environment and therefore you must be competent in both shorthand and typing, have previous secretarial experience, a good telephone manner and be willing to use a W.P.

Salary range £7825 - £9545, plus excellent benefits.

Please send full CV to

Sally Long,
Assistant Personnel Officer,
Independent Broadcasting Authority,
70 Brompton Road,
London SW3 1EY
by 11th June, 1987.

An Equal Opportunities Employer



A past Prime Minister helps The Times mark MCC's bicentenary with memories of 66 years

The Front Bench tribute to Lord's



LORD HOME of The Hürsel, a cricket enthusiast, recalls great players and sportsmanship

Nostalgia is a dangerous drug, but anyone who has played on Lord's cricket ground can be excused for indulging in it, for it is the Mecca of cricketers, and those faithful to the game feel a compulsion to return even if only in memory.

In particular I vividly recall the year 1921. It was a summer in which the sun shone for months on end. I was playing for the first time for Eton against Harrow, and English cricket was gradually rebuilding itself after the casualties of four years of war. To add to the excitement Warwick Armstrong had brought a talented side from Australia to challenge England.

The Public Schools then could field some promising players. G. O. Allen, R. Aird, G. T. S. Stevens, C. H. Knott, L. G. Crawley and W. W. Hill-Wood are only a sample, all of whom were to make their mark in the first-class game. The reasons for the high standard were the emphasis put on professional coaching. At Eton we had George Hirst, and there was nothing that he did not know about every department of cricket. He taught boys to bowl and to field (in 1921 there were more than 20,000 at the Eton and Harrow match), while no one in those days taught us that competitive games were bad for the soul.

I have one recollection which is unfortunately likely to be irrevocably dated. All that summer of hard wickets I fielded at first slip to Gubby Allen, to whom Mervyn Hill, our wicketkeeper, stood up to the wicket, as did Strudwick to Tate. No wicketkeeper would or could do that nowadays, which is a pity because a "take" or a catch on the leg side, or on rare occasions a stumping, was one of the most exciting sights of the game. The reason which encouraged the talented to stand up to the wicket was of course that their pace or swing bowlers concentrated their attack on the middle and the off, and a ball down the leg side was positively bad form.

That led to the batsman employing the straight and cover drives and the square and late cuts as his main line of attack, and thus supply the spectators with the maximum aesthetic enjoyment. The development of leg-theory bowling and the re-setting of the on-side field has certainly tucked up the batsmen since then. It was at Lord's in 1921 that I first saw the partnership of pace bowlers J. M. Gregory and F. A. McDonald. The former tall and broad



Lord of the ring: Lord Home, then Lord Dunglass, pulls to the boundary for Eton against Harrow in 1922 and (right) Sir Jack Hobbs, his ultimate player for efficiency of strokeplay

My special vintage of batsmen

I was lucky enough to see both Jack Hobbs and Walter Hammond make big scores at Lord's. Hobbs, with his uncanny ability to anticipate the length and pace and flight and spin of the ball bowled, which put him in a position to play apparently at leisure the stroke which the delivery deserved. For tidy efficiency and accurate placing of the ball between the

fielders he was unmatched. Hammond, by contrast, the personification of active pugacity, with every stroke in the book, harassing the fielders all over the ground. They were incomparable stylists. All comparisons are odious, but I think that if I had to award the palm for style to one of that vintage it would have to go to Frank Woolley. It is perhaps unfair, but where a left-hander is in the top rank he always seems to have been endowed by the gods with an extra ration of grace. Woolley had all of that, but he also had the power. Time and again in a big innings his drives would crash against the pavilion rails, or sail over the boundary as if jet-propelled.

played exactly on its merits, and with the middle of the bat, and very few were in the air. Indeed, had it not been for A. P. F. Chapman's telescopic arm shooting out at point to catch the ball inches off the ground, it is probable that Bradman's score would have been even bigger.

It was, too, from the pavilion at Lord's that I saw what must count as one of the most remarkable strokes ever made there. G. O. Allen was bowling at his fastest. This particular ball barely, if at all, short of a length, reared up and Learie Constantine lay back and cut it square over cover point far up into the grandstand under the feet of Father Time.

Constantine compared with any of the famous all-rounders. In the field he would pounce like a cat, and woe betide any batsman who thought he could steal a short single. Much the most serious crisis which has struck cricket in the last 200 years was the "bodyline" bowling which was only made possible by the unique combination of accuracy and pace commanded by Larwood. No one has been able to repeat that, which is merciful, but it would be a mistake to think that cricket in that respect is out of the wood when young and tall and lithe and athletic

Coe heads British challenge in the European Cup

Sebastian Coe will spearhead Britain's challenge at the European Cup in Prague later this month. The double Olympic champion runs in the 1,500 metres at the team event as the replacement for the world champion, Steve Cram, who had earlier indicated he did not want to compete.

Coe is the most illustrious addition to the list of athletes pre-selected for Prague as the selectors gradually assemble a high-quality squad in an attempt to surpass their previous best placing - third - in the competition.

European 800 metres champion Coe will be joined by another quartet of Stuttgart gold medal winners, Linford Christie (100 metres), Daley Thompson (long jump and 4 x 100 metres relay), Fatima Whitbread (javelin), and Roger Black (4 x 400 metres relay). Other big names have been attracted because they will be assured of selection for the World Championships in Rome if they finish in the top two of their particular event in Prague.

Tom McKean, the European silver medal winner, goes in the 500 metres. Colin Jackson, the world junior champion, in the sprint hurdles. Tim Hutchings, the European bronze medal winner, in the 5,000 metres, and Kirsty Wade, the double Commonwealth champion in the women's 1,500 metres.

Sanderson offered improved pay deal

Tessa Sanderson, the Olympic javelin champion, has called off her threatened strike, after reaching an agreement with British athletic paymasters. She had vowed not to travel to Britain this summer because of the recently announced salary package she was "priced" at just £1,000 per meeting, compared with the £10,000 being offered to Fatima Whitbread.

TEAM: MEN: 100 metres: L. Christie (Thames Valley); 200 metres: T. McKean (Sheffield); 400 metres: S. Coe (Harrow); 500 metres: K. Wade (Harrow); 800 metres: S. Coe (Harrow); 1,000 metres: J. Solly (Bingley); 1,500 metres: S. Coe (Harrow); 2,000 metres: S. Coe (Harrow); 3,000 metres: S. Coe (Harrow); 4,000 metres: S. Coe (Harrow); 5,000 metres: S. Coe (Harrow); 6,000 metres: S. Coe (Harrow); 7,000 metres: S. Coe (Harrow); 8,000 metres: S. Coe (Harrow); 9,000 metres: S. Coe (Harrow); 10,000 metres: S. Coe (Harrow); 11,000 metres: S. Coe (Harrow); 12,000 metres: S. Coe (Harrow); 13,000 metres: S. Coe (Harrow); 14,000 metres: S. Coe (Harrow); 15,000 metres: S. Coe (Harrow); 16,000 metres: S. Coe (Harrow); 17,000 metres: S. Coe (Harrow); 18,000 metres: S. Coe (Harrow); 19,000 metres: S. Coe (Harrow); 20,000 metres: S. Coe (Harrow); 21,000 metres: S. Coe (Harrow); 22,000 metres: S. Coe (Harrow); 23,000 metres: S. Coe (Harrow); 24,000 metres: S. Coe (Harrow); 25,000 metres: S. Coe (Harrow); 26,000 metres: S. Coe (Harrow); 27,000 metres: S. Coe (Harrow); 28,000 metres: S. Coe (Harrow); 29,000 metres: S. Coe (Harrow); 30,000 metres: S. Coe (Harrow); 31,000 metres: S. Coe (Harrow); 32,000 metres: S. Coe (Harrow); 33,000 metres: S. Coe (Harrow); 34,000 metres: S. Coe (Harrow); 35,000 metres: S. Coe (Harrow); 36,000 metres: S. Coe (Harrow); 37,000 metres: S. Coe (Harrow); 38,000 metres: S. Coe (Harrow); 39,000 metres: S. Coe (Harrow); 40,000 metres: S. Coe (Harrow); 41,000 metres: S. Coe (Harrow); 42,000 metres: S. Coe (Harrow); 43,000 metres: S. Coe (Harrow); 44,000 metres: S. Coe (Harrow); 45,000 metres: S. Coe (Harrow); 46,000 metres: S. Coe (Harrow); 47,000 metres: S. Coe (Harrow); 48,000 metres: S. Coe (Harrow); 49,000 metres: S. Coe (Harrow); 50,000 metres: S. Coe (Harrow); 51,000 metres: S. Coe (Harrow); 52,000 metres: S. Coe (Harrow); 53,000 metres: S. Coe (Harrow); 54,000 metres: S. Coe (Harrow); 55,000 metres: S. Coe (Harrow); 56,000 metres: S. Coe (Harrow); 57,000 metres: S. Coe (Harrow); 58,000 metres: S. Coe (Harrow); 59,000 metres: S. Coe (Harrow); 60,000 metres: S. Coe (Harrow); 61,000 metres: S. Coe (Harrow); 62,000 metres: S. Coe (Harrow); 63,000 metres: S. Coe (Harrow); 64,000 metres: S. Coe (Harrow); 65,000 metres: S. Coe (Harrow); 66,000 metres: S. Coe (Harrow); 67,000 metres: S. Coe (Harrow); 68,000 metres: S. Coe (Harrow); 69,000 metres: S. Coe (Harrow); 70,000 metres: S. Coe (Harrow); 71,000 metres: S. Coe (Harrow); 72,000 metres: S. Coe (Harrow); 73,000 metres: S. Coe (Harrow); 74,000 metres: S. Coe (Harrow); 75,000 metres: S. Coe (Harrow); 76,000 metres: S. Coe (Harrow); 77,000 metres: S. Coe (Harrow); 78,000 metres: S. Coe (Harrow); 79,000 metres: S. Coe (Harrow); 80,000 metres: S. Coe (Harrow); 81,000 metres: S. Coe (Harrow); 82,000 metres: S. Coe (Harrow); 83,000 metres: S. Coe (Harrow); 84,000 metres: S. Coe (Harrow); 85,000 metres: S. Coe (Harrow); 86,000 metres: S. Coe (Harrow); 87,000 metres: S. Coe (Harrow); 88,000 metres: S. Coe (Harrow); 89,000 metres: S. Coe (Harrow); 90,000 metres: S. Coe (Harrow); 91,000 metres: S. Coe (Harrow); 92,000 metres: S. Coe (Harrow); 93,000 metres: S. Coe (Harrow); 94,000 metres: S. Coe (Harrow); 95,000 metres: S. Coe (Harrow); 96,000 metres: S. Coe (Harrow); 97,000 metres: S. Coe (Harrow); 98,000 metres: S. Coe (Harrow); 99,000 metres: S. Coe (Harrow); 100,000 metres: S. Coe (Harrow); 101,000 metres: S. Coe (Harrow); 102,000 metres: S. Coe (Harrow); 103,000 metres: S. Coe (Harrow); 104,000 metres: S. Coe (Harrow); 105,000 metres: S. Coe (Harrow); 106,000 metres: S. Coe (Harrow); 107,000 metres: S. Coe (Harrow); 108,000 metres: S. Coe (Harrow); 109,000 metres: S. Coe (Harrow); 110,000 metres: S. Coe (Harrow); 111,000 metres: S. Coe (Harrow); 112,000 metres: S. Coe (Harrow); 113,000 metres: S. Coe (Harrow); 114,000 metres: S. Coe (Harrow); 115,000 metres: S. Coe (Harrow); 116,000 metres: S. Coe (Harrow); 117,000 metres: S. Coe (Harrow); 118,000 metres: S. Coe (Harrow); 119,000 metres: S. Coe (Harrow); 120,000 metres: S. Coe (Harrow); 121,000 metres: S. Coe (Harrow); 122,000 metres: S. Coe (Harrow); 123,000 metres: S. Coe (Harrow); 124,000 metres: S. Coe (Harrow); 125,000 metres: S. Coe (Harrow); 126,000 metres: S. Coe (Harrow); 127,000 metres: S. Coe (Harrow); 128,000 metres: S. Coe (Harrow); 129,000 metres: S. Coe (Harrow); 130,000 metres: S. Coe (Harrow); 131,000 metres: S. Coe (Harrow); 132,000 metres: S. Coe (Harrow); 133,000 metres: S. Coe (Harrow); 134,000 metres: S. Coe (Harrow); 135,000 metres: S. Coe (Harrow); 136,000 metres: S. Coe (Harrow); 137,000 metres: S. Coe (Harrow); 138,000 metres: S. Coe (Harrow); 139,000 metres: S. Coe (Harrow); 140,000 metres: S. Coe (Harrow); 141,000 metres: S. Coe (Harrow); 142,000 metres: S. Coe (Harrow); 143,000 metres: S. Coe (Harrow); 144,000 metres: S. Coe (Harrow); 145,000 metres: S. Coe (Harrow); 146,000 metres: S. Coe (Harrow); 147,000 metres: S. Coe (Harrow); 148,000 metres: S. Coe (Harrow); 149,000 metres: S. Coe (Harrow); 150,000 metres: S. Coe (Harrow); 151,000 metres: S. Coe (Harrow); 152,000 metres: S. Coe (Harrow); 153,000 metres: S. Coe (Harrow); 154,000 metres: S. Coe (Harrow); 155,000 metres: S. Coe (Harrow); 156,000 metres: S. Coe (Harrow); 157,000 metres: S. Coe (Harrow); 158,000 metres: S. Coe (Harrow); 159,000 metres: S. Coe (Harrow); 160,000 metres: S. Coe (Harrow); 161,000 metres: S. Coe (Harrow); 162,000 metres: S. Coe (Harrow); 163,000 metres: S. Coe (Harrow); 164,000 metres: S. Coe (Harrow); 165,000 metres: S. Coe (Harrow); 166,000 metres: S. Coe (Harrow); 167,000 metres: S. Coe (Harrow); 168,000 metres: S. Coe (Harrow); 169,000 metres: S. Coe (Harrow); 170,000 metres: S. Coe (Harrow); 171,000 metres: S. Coe (Harrow); 172,000 metres: S. Coe (Harrow); 173,000 metres: S. Coe (Harrow); 174,000 metres: S. Coe (Harrow); 175,000 metres: S. Coe (Harrow); 176,000 metres: S. Coe (Harrow); 177,000 metres: S. Coe (Harrow); 178,000 metres: S. Coe (Harrow); 179,000 metres: S. Coe (Harrow); 180,000 metres: S. Coe (Harrow); 181,000 metres: S. Coe (Harrow); 182,000 metres: S. Coe (Harrow); 183,000 metres: S. Coe (Harrow); 184,000 metres: S. Coe (Harrow); 185,000 metres: S. Coe (Harrow); 186,000 metres: S. Coe (Harrow); 187,000 metres: S. Coe (Harrow); 188,000 metres: S. Coe (Harrow); 189,000 metres: S. Coe (Harrow); 190,000 metres: S. Coe (Harrow); 191,000 metres: S. Coe (Harrow); 192,000 metres: S. Coe (Harrow); 193,000 metres: S. Coe (Harrow); 194,000 metres: S. Coe (Harrow); 195,000 metres: S. Coe (Harrow); 196,000 metres: S. Coe (Harrow); 197,000 metres: S. Coe (Harrow); 198,000 metres: S. Coe (Harrow); 199,000 metres: S. Coe (Harrow); 200,000 metres: S. Coe (Harrow); 201,000 metres: S. Coe (Harrow); 202,000 metres: S. Coe (Harrow); 203,000 metres: S. Coe (Harrow); 204,000 metres: S. Coe (Harrow); 205,000 metres: S. Coe (Harrow); 206,000 metres: S. Coe (Harrow); 207,000 metres: S. Coe (Harrow); 208,000 metres: S. Coe (Harrow); 209,000 metres: S. Coe (Harrow); 210,000 metres: S. Coe (Harrow); 211,000 metres: S. Coe (Harrow); 212,000 metres: S. Coe (Harrow); 213,000 metres: S. Coe (Harrow); 214,000 metres: S. Coe (Harrow); 215,000 metres: S. Coe (Harrow); 216,000 metres: S. Coe (Harrow); 217,000 metres: S. Coe (Harrow); 218,000 metres: S. Coe (Harrow); 219,000 metres: S. Coe (Harrow); 220,000 metres: S. Coe (Harrow); 221,000 metres: S. Coe (Harrow); 222,000 metres: S. Coe (Harrow); 223,000 metres: S. Coe (Harrow); 224,000 metres: S. Coe (Harrow); 225,000 metres: S. Coe (Harrow); 226,000 metres: S. Coe (Harrow); 227,000 metres: S. Coe (Harrow); 228,000 metres: S. Coe (Harrow); 229,000 metres: S. Coe (Harrow); 230,000 metres: S. Coe (Harrow); 231,000 metres: S. Coe (Harrow); 232,000 metres: S. Coe (Harrow); 233,000 metres: S. Coe (Harrow); 234,000 metres: S. Coe (Harrow); 235,000 metres: S. Coe (Harrow); 236,000 metres: S. Coe (Harrow); 237,000 metres: S. Coe (Harrow); 238,000 metres: S. Coe (Harrow); 239,000 metres: S. Coe (Harrow); 240,000 metres: S. Coe (Harrow); 241,000 metres: S. Coe (Harrow); 242,000 metres: S. Coe (Harrow); 243,000 metres: S. Coe (Harrow); 244,000 metres: S. Coe (Harrow); 245,000 metres: S. Coe (Harrow); 246,000 metres: S. Coe (Harrow); 247,000 metres: S. Coe (Harrow); 248,000 metres: S. Coe (Harrow); 249,000 metres: S. Coe (Harrow); 250,000 metres: S. Coe (Harrow); 251,000 metres: S. Coe (Harrow); 252,000 metres: S. Coe (Harrow); 253,000 metres: S. Coe (Harrow); 254,000 metres: S. Coe (Harrow); 255,000 metres: S. Coe (Harrow); 256,000 metres: S. Coe (Harrow); 257,000 metres: S. Coe (Harrow); 258,000 metres: S. Coe (Harrow); 259,000 metres: S. Coe (Harrow); 260,000 metres: S. Coe (Harrow); 261,000 metres: S. Coe (Harrow); 262,000 metres: S. Coe (Harrow); 263,000 metres: S. Coe (Harrow); 264,000 metres: S. Coe (Harrow); 265,000 metres: S. Coe (Harrow); 266,000 metres: S. Coe (Harrow); 267,000 metres: S. Coe (Harrow); 268,000 metres: S. Coe (Harrow); 269,000 metres: S. Coe (Harrow); 270,000 metres: S. Coe (Harrow); 271,000 metres: S. Coe (Harrow); 272,000 metres: S. Coe (Harrow); 273,000 metres: S. Coe (Harrow); 274,000 metres: S. Coe (Harrow); 275,000 metres: S. Coe (Harrow); 276,000 metres: S. Coe (Harrow); 277,000 metres: S. Coe (Harrow); 278,000 metres: S. Coe (Harrow); 279,000 metres: S. Coe (Harrow); 280,000 metres: S. Coe (Harrow); 281,000 metres: S. Coe (Harrow); 282,000 metres: S. Coe (Harrow); 283,000 metres: S. Coe (Harrow); 284,000 metres: S. Coe (Harrow); 285,000 metres: S. Coe (Harrow); 286,000 metres: S. Coe (Harrow); 287,000 metres: S. Coe (Harrow); 288,000 metres: S. Coe (Harrow); 289,000 metres: S. Coe (Harrow); 290,000 metres: S. Coe (Harrow); 291,000 metres: S. Coe (Harrow); 292,000 metres: S. Coe (Harrow); 293,000 metres: S. Coe (Harrow); 294,000 metres: S. Coe (Harrow); 295,000 metres: S. Coe (Harrow); 296,000 metres: S. Coe (Harrow); 297,000 metres: S. Coe (Harrow); 298,000 metres: S. Coe (Harrow); 299,000 metres: S. Coe (Harrow); 300,000 metres: S. Coe (Harrow); 301,000 metres: S. Coe (Harrow); 302,000 metres: S. Coe (Harrow); 303,000 metres: S. Coe (Harrow); 304,000 metres: S. Coe (Harrow); 305,000 metres: S. Coe (Harrow); 306,000 metres: S. Coe (Harrow); 307,000 metres: S. Coe (Harrow); 308,000 metres: S. Coe (Harrow); 309,000 metres: S. Coe (Harrow); 310,000 metres: S. Coe (Harrow); 311,000 metres: S. Coe (Harrow); 312,000 metres: S. Coe (Harrow); 313,000 metres: S. Coe (Harrow); 314,000 metres: S. Coe (Harrow); 315,000 metres: S. Coe (Harrow); 316,000 metres: S. Coe (Harrow); 317,000 metres: S. Coe (Harrow); 318,000 metres: S. Coe (Harrow); 319,000 metres: S. Coe (Harrow); 320,000 metres: S. Coe (Harrow); 321,000 metres: S. Coe (Harrow); 322,000 metres: S. Coe (Harrow); 323,000 metres: S. Coe (Harrow); 324,000 metres: S. Coe (Harrow); 325,000 metres: S. Coe (Harrow); 326,000 metres: S. Coe (Harrow); 327,000 metres: S. Coe (Harrow); 328,000 metres: S. Coe (Harrow); 329,000 metres: S. Coe (Harrow); 330,000 metres: S. Coe (Harrow); 331,000 metres: S. Coe (Harrow); 332,000 metres: S. Coe (Harrow); 333,000 metres: S. Coe (Harrow); 334,000 metres: S. Coe (Harrow); 335,000 metres: S. Coe (Harrow); 336,000 metres: S. Coe (Harrow); 337,000 metres: S. Coe (Harrow); 338,000 metres: S. Coe (Harrow); 339,000 metres: S. Coe (Harrow); 340,000 metres: S. Coe (Harrow); 341,000 metres: S. Coe (Harrow); 342,000 metres: S. Coe (Harrow); 343,000 metres: S. Coe (Harrow); 344,000 metres: S. Coe (Harrow); 345,000 metres: S. Coe (Harrow); 346,000 metres: S. Coe (Harrow); 347,000 metres: S. Coe (Harrow); 348,000 metres: S. Coe (Harrow); 349,000 metres: S. Coe (Harrow); 350,000 metres: S. Coe (Harrow); 351,000 metres: S. Coe (Harrow); 352,000 metres: S. Coe (Harrow); 353,000 metres: S. Coe (Harrow); 354,000 metres: S. Coe (Harrow); 355,000 metres: S. Coe (Harrow); 356,000 metres: S. Coe (Harrow); 357,000 metres: S. Coe (Harrow); 358,000 metres: S. Coe (Harrow); 359,000 metres: S. Coe (Harrow); 360,000 metres: S. Coe (Harrow); 361,000 metres: S. Coe (Harrow); 362,000 metres: S. Coe (Harrow); 363,000 metres: S. Coe (Harrow); 364,000 metres: S. Coe (Harrow); 365,000 metres: S. Coe (Harrow); 366,000 metres: S. Coe (Harrow); 367,000 metres: S. Coe (Harrow); 368,000 metres: S. Coe (Harrow); 369,000 metres: S. Coe (Harrow); 370,000 metres: S. Coe (Harrow); 371,000 metres: S. Coe (Harrow); 372,000 metres: S. Coe (Harrow); 373,000 metres: S. Coe (Harrow); 374,000 metres: S. Coe (Harrow); 375,000 metres: S. Coe (Harrow); 376,000 metres: S. Coe (Harrow); 377,000 metres: S. Coe (Harrow); 378,000 metres: S. Coe (Harrow); 379,000 metres: S. Coe (Harrow); 380,000 metres: S. Coe (Harrow); 381,000 metres: S. Coe (Harrow); 382,000 metres: S. Coe (Harrow); 383,000 metres: S. Coe (Harrow); 384,000 metres: S. Coe (Harrow); 385,000 metres: S. Coe (Harrow); 386,000 metres: S. Coe (Harrow); 387,000 metres: S. Coe (Harrow); 388,000 metres: S. Coe (Harrow); 389,000 metres: S. Coe (Harrow); 390,000 metres: S. Coe (Harrow); 391,000 metres: S. Coe (Harrow); 392,000 metres: S. Coe (Harrow); 393,000 metres: S. Coe (Harrow); 394,000 metres: S. Coe (Harrow); 395,000 metres: S. Coe (Harrow); 396,000 metres: S. Coe (Harrow); 397,000 metres: S. Coe (Harrow); 398,000 metres: S. Coe (Harrow); 399,000 metres: S. Coe (Harrow); 400,000 metres: S. Coe (Harrow); 401,000 metres: S. Coe (Harrow); 402,000 metres: S. Coe (Harrow); 403,000 metres: S. Coe (Harrow); 404,000 metres: S. Coe (Harrow); 405,000 metres: S. Coe (Harrow); 406,000 metres: S. Coe (Harrow); 407,000 metres: S. Coe (Harrow); 408,000 metres: S. Coe (Harrow); 409,000 metres: S. Coe (Harrow); 410,000 metres: S. Coe (Harrow); 411,000 metres: S. Coe (Harrow); 412,000 metres: S. Coe (Harrow); 413,000 metres: S. Coe (Harrow); 414,000 metres: S. Coe (Harrow); 415,000 metres: S. Coe (Harrow); 416,000 metres: S. Coe (Harrow); 417,000 metres: S. Coe (Harrow); 418,000 metres: S. Coe (Harrow); 419,000 metres: S. Coe (Harrow); 420,000 metres: S. Coe (Harrow); 421,000 metres: S. Coe (Harrow); 422,000 metres: S. Coe (Harrow); 423,000 metres: S. Coe (Harrow); 424,000 metres: S. Coe (Harrow); 425,000 metres: S. Coe (Harrow); 426,000 metres: S. Coe (Harrow); 427,000 metres: S. Coe (Harrow); 428,000 metres: S. Coe (Harrow); 429,000 metres: S. Coe (Harrow); 430,000 metres: S. Coe (Harrow); 431,000 metres: S. Coe (Harrow); 432,000 metres: S. Coe (Harrow); 433,000 metres: S. Coe (Harrow); 434,000 metres: S. Coe (Harrow); 435,000 metres: S. Coe (Harrow); 436,000 metres: S. Coe (Harrow); 437,000 metres: S. Coe (Harrow); 438,000 metres: S. Coe (Harrow); 439,000 metres: S. Coe (Harrow); 440,000 metres: S. Coe (Harrow); 441,000 metres: S. Coe (Harrow); 442,000 metres: S. Coe (Harrow); 443,000 metres: S. Coe (Harrow); 444,000 metres: S. Coe (Harrow); 445,000 metres: S. Coe (Harrow); 446,000 metres: S. Coe (Harrow); 447,000 metres: S. Coe (Harrow); 448,000 metres: S. Coe (Harrow); 449,000 metres: S. Coe (Harrow); 450,000 metres: S. Coe (Harrow); 451,000 metres: S. Coe (Harrow); 452,000 metres: S. Coe (Harrow); 453,000 metres: S. Coe (Harrow); 454,000 metres: S. Coe (Harrow); 455,000 metres: S. Coe (Harrow); 456,000 metres: S. Coe (Harrow); 457,000 metres: S. Coe (Harrow); 458,000 metres: S. Coe (Harrow); 459,000 metres: S. Coe (Harrow); 460,000 metres: S. Coe (Harrow); 461,000 metres: S. Coe (Harrow); 462,000 metres: S. Coe (Harrow); 463,000 metres: S. Coe (Harrow); 464,000 metres: S. Coe (Harrow); 465,000 metres: S. Coe (Harrow); 466,000 metres: S. Coe (Harrow); 467,000 metres: S. Coe (Harrow); 468,000 metres: S. Coe (Harrow); 469,000 metres: S. Coe (Harrow); 470,000 metres: S. Coe (Harrow); 471,000 metres: S. Coe (Harrow); 472,000 metres: S. Coe (Harrow); 473,000 metres: S. Coe (Harrow); 474,000 metres: S. Coe (Harrow); 475,000 metres: S. Coe (Harrow); 476,000 metres: S. Coe (Harrow); 477,000 metres: S. Coe (Harrow); 478,000 metres: S. Coe (Harrow); 479,000 metres: S. Coe (Harrow); 480,000 metres: S. Coe (Harrow); 481,000 metres: S. Coe (Harrow); 482,000 metres: S. Coe (Harrow); 483,000 metres: S. Coe (Harrow); 484,000 metres: S. Coe (Harrow); 485,000 metres: S. Coe (Harrow); 486,000 metres: S. Coe (Harrow); 487,000 metres: S. Coe (Harrow); 488,000 metres: S. Coe (Harrow); 489,000 metres: S. Coe (Harrow); 490,000 metres: S. Coe (Harrow); 491,000 metres: S. Coe (Harrow); 492,000 metres: S. Coe (Harrow); 493,000 metres: S. Coe (Harrow); 494,000 metres: S. Coe (Harrow); 495,000 metres: S. Coe (Harrow); 496,000 metres: S. Coe (Harrow); 497,000 metres: S. Coe (Harrow); 498,000 metres: S. Coe (Harrow); 499,000 metres: S. Coe (Harrow); 500,000 metres: S. Coe (Harrow); 501,000 metres: S. Coe (Harrow); 502,000 metres: S. Coe (Harrow); 503,000 metres: S. Coe (Harrow); 504,000 metres: S. Coe (Harrow); 505,000 metres: S. Coe (Harrow); 506,000 metres: S. Coe (Harrow); 507,000 metres: S. Coe (Harrow); 508,000 metres: S. Coe (Harrow); 509,000 metres: S. Coe (Harrow); 510,000 metres: S. Coe (Harrow); 511,000 metres: S. Coe (Harrow); 512,000 metres: S. Coe (Harrow); 513,000 metres: S. Coe (Harrow); 514,000 metres: S. Coe (Harrow); 515,000 metres: S. Coe (Harrow); 516,000 metres: S. Coe (Harrow); 517,000 metres: S. Coe (Harrow); 518,000 metres: S. Coe (Harrow); 519,000 metres: S. Coe (Harrow); 520,000 metres: S. Coe (Harrow); 521,000 metres: S. Coe (Harrow); 522,000 metres: S. Coe (Harrow); 523,000 metres: S. Coe (Harrow); 524,000 metres: S. Coe (Harrow); 525,000 metres: S. Coe (Harrow); 526,000 metres: S. Coe (Harrow); 527,000 metres: S. Coe (Harrow); 528,000 metres: S. Coe (Harrow); 529,000 metres: S. Coe (Harrow); 530,000 metres: S. Coe (Harrow); 531,000 metres: S. Coe (Harrow); 532,000 metres: S. Coe (Harrow); 533,000 metres: S. Coe (Harrow); 534,000 metres: S. Coe (Harrow); 535,000 metres: S. Coe (Harrow); 536,000 metres: S. Coe (Harrow); 537,000 metres: S. Coe (Harrow); 538,000 metres: S. Coe (Harrow); 539,000 metres: S. Coe (Harrow); 540,000 metres: S. Coe (Harrow); 541,000 metres: S. Coe (Harrow); 542,000 metres: S. Coe (Harrow); 543,000 metres: S. Coe (Harrow); 544,000 metres: S. Coe (Harrow); 545,000 metres: S. Coe (Harrow); 546,000 metres: S. Coe (Harrow); 547,000 metres: S. Coe (Harrow); 548,000 metres: S. Coe (Harrow); 549,000 metres: S. Coe (Harrow); 550,000 metres: S. Coe (Harrow); 551,000 metres: S. Coe (Harrow); 552,000 metres: S. Coe (Harrow); 553,000 metres: S. Coe (Harrow

Stewart gives Morris trial run

John Morris, the Derbyshire batsman, has been called up to practise with England's Test squad at Old Trafford tomorrow.

Mickey Stewart, England's team manager, said Morris's visit to Manchester would help him get used to the international set-up.

It continues the policy begun when the Northamptonshire pair, Capel and Bailey, practised with the Test squad at the Oval two weeks ago.

Morris, who played for the MCC against Essex in April and who scored 1,739 runs last season, has no county fixture until Saturday.

He will be taking part in the practice sessions and also staying with the team, before leaving on Friday to rejoin the Derbyshire side.

The 23-year-old right-hand batsman said: "Although I have not played as well as I can this season, this shows the selectors are still aware of me. It will also prove invaluable if I was chosen to play in the future. I think it is a great idea for young players to be introduced to this sort of occasion and I am looking forward to it."

Graham Dilley, the England fast bowler, who is suffering from a side strain, was due to contact Stewart after having treatment at Worcester yesterday.

But Stewart would not name a replacement for Dilley should the Worcestershire player pull out. "We are taking things one step at a time," he said.

Chris Broad, the injured Nottinghamshire and England opening batsman, sees a specialist in Nottingham today for an examination on the thumb injury which has put him out of the first Test. Broad hopes to be fit in time for the second Test.

Greenidge out Gordon Greenidge, the West Indian batsman, is to have an exploratory operation on his right knee next week, to discover the cause of an injury which has troubled him for six months.

Greenidge, aged 36, will have key-hole surgery to detect the extent of the injury.

The Hampshire opener said: "I think it is just wear and tear. Bits of bone have flaked over the years."

Greenidge should be out of action for a week, unless immediate surgery is required.

Play dissolved The Britannia Assurance County Championship suffered its first blank day of the season, and the first since May 21 last year, as rain washed out the entire programme.

The end came when umpires Plews and Leadbeater called a halt to Yorkshire's game against Nottinghamshire at Niddlesbrough.

Reference Point has £10m riding on him in Derby

By Michael Seely

Steve Cauthen and Reference Point, the 6-4 favourite, stood poised yesterday to deliver a £10 million knockout punch to the proprietors of Britain's 10,000 betting shops on the eve of the 208th running of the Derby at Epsom.

Estimating the possible loss to the bookmakers as the punters seek to take their revenge for the defeat of Dancing Brave by Shahrastani in 1986, Mike Dillon, of Ladbrokes, said: "The antepost gamble on Reference Point is by far and away the biggest since Shergar romped home by 10 lengths at 11-10 on in 1981."

"The backers went in at 6-1 before his first race at Sandown and they have never stopped coming at us. Even when we knocked his price out to 7-1, after his stuns operation, they continued to attack us. It is all the general public's money and they were proved right when he won the Mecca-Dante Stakes at York."

Nationwide £30 million will be wagered on the great race, about the same amount as is bet on the Grand National, the only other occasion on which the country's attention is switched to horse racing.

"The only other serious

money in the past week has been for Sadiyd, the French horse. Our firm alone has laid him to lose £300,000.

"The odds will seem pretty unattractive to the average punter. But the likely starting price will probably be determined by Steve Cauthen. The public seem to have taken him to their hearts since Lester Piggott retired."

Although Cauthen has a long way to go before equalling the legendary Piggott's all-

time record of nine Epsom Derby winners, the 28-year-old Kentucky-born jockey has been riding with the simplicity of genius as he and Henry Cecil, Reference Point's trainer, have been carrying all before them in the build-up.

At stake this afternoon as 250,000 racegoers throng the Downs and pack the stands will not only be the destination of the £267,600 first prize, but also the millions of pounds in stallion values.

If Reference Point is successful, Louis Freedman the favourite's owner-breeder and Sir Gordon White, the

sponsor of the Ever Ready Derby who recently bought a quarter share in the colt, will find themselves richer to the tune of more than £10million.

The burning question is whether Reference Point has the powers of acceleration necessary to qualify for superstar status.

Yesterday Vincent O'Brien, one of the greatest trainers in the history of the sport, with six Derby winners to his credit, highlighted the problem.

"Judged on the evidence to date, Reference Point appears to be a resolute galloper rather than a quickener. But he is bound to have derived benefit from his race at York."

Apart from the rather disappointing Adjal, the only other candidate likely to prove himself to be possessed of the ability to beat his rivals for finishing speed is Sadiyd, who is out to give the Aga Khan his third win in the past seven years.

LATEST BETTING: 6-4 Reference Point, 8-1 Sadiyd, 10-1 Legal Sea, 12-1 Bontoro, 14-1 Enticed, 16-1 Scott Knight, Groom Dancer, Agal, 26-1 Most Welcome, 32-1 Love The Groom, 40-1 Mountain Kingdom, Parsieur, 50-1 Ben Boy, Sir Harry Lewis, Angara Abyss, 66-1 Gulf King, Water Scummers, Romanos Prince, Allways.

Teenagers provide women's pairings with a unique look

From Rex Bellamy, Tennis Correspondent, Paris

The French Championships have produced presumably unique pairings for the women's singles semi-finals: one will be between players in their thirties and the other between teenagers. Gabriela Sabatini must play Steffi Graf, who has won all their six matches in the past two years.

The other match features Chris Evert and Martina Navratilova, who have been playing each other since 1973. Miss Navratilova leads 37-34, but Miss Evert has won all three of their French finals - including, in 1985, the greatest women's match I have ever seen.

Yesterday Miss Graf and Miss Sabatini, having fun together before going to war, justified their second seeding in the doubles by beating two more teenagers, Isabel Cueto and Arantxa Sanchez, by 7-6, 6-0. But more serious, if less entertaining, business was afoot in the centre court.

Miss Evert had a 6-2, 6-2 win over Raffaella Reggi and Miss Navratilova, using a rather eclectic breed of racket, beat Claudia Kohde-Kilsch 6-1, 6-2. In each case the winners seemed merely to be checking their gear before heading for the mountains.

Miss Reggi is lively com-

pany. She has a warm voice, an equally warm heart, and wades into her matches as boisterously as Judy Tegart used to in the 1960s. If Miss Tegart was before your time, imagine the way Nora Batty might have played tennis before tasting "The Last of the Summer Wine".

Miss Reggi is strong and tough and has a no-nonsense approach to everything she does. She plays with her shirt out and holds the racket as if it

were a hammer. If you want to be unorthodox "western" grip.

Quivering with energy, Miss Reggi chases everything and hits the ball as hard as she can. She has tendonitis in her elbow. No wonder. But she could not hurt Miss Evert. Nor could she out-rally her. Miss Evert was technically sounder and tactically wiser.

Miss Navratilova had more restful company. Miss Kohde-Kilsch is more than six feet tall and - like many unusually tall young women who have yet to realize how elegant they can be - tends to be diffident. For all her seeming languor, the leaning tower of Saarbrücken can be impressively competent, both on the baseline and in the

forecourt. Yesterday she was inhibited by the occasion and the opposition.

Miss Navratilova has played five singles finals here, won two of them, and on this rather sketchy evidence looks as much at home on clay as she ever has been and, probably, ever will be.

Ivan Lendl, who has played the last three finals here and won two of them, beat Andres Gomez 5-7, 6-4, 6-1, 6-1. The odd thing was that, as in their three previous matches here, they split the first two sets.

Lendl does not mind that: "It's always the same. I have to split sets, hang in there, and make him work for every point. The chances are that, unless it rains, he will be the one to tire. I'm in better shape than he is." That is demonstrably true. Lendl can play more shots in one rally than he plays in an entire round of golf.

They played for three hours on a hot afternoon and it became evident that, within Gomez, hope was struggling with despair - and losing. The rain came too late to save him. At the end of the day, the men's singles had been reduced to Lendl v Novacek or Mecir (two Czechs and a Slovak) and Noah or Wilander v Connors or Becker. The line-up could not be much more exciting.

Connors finds a solid racket deal at last

From Richard Evans, Paris

Whenever Jimmy Connors is playing well, he is, to use his own favourite phrase, hitting the ball "firm and solid". How Connors ever hit the ball either firm or solid with the metal-framed racket he used throughout his title-winning years remains one of the game's greater mysteries.

But, having been forced to give it up, because Wilson Sporting Goods could no longer find buyers, the former Wimbledon champion has at last settled on a substitute.

And, like John McEnroe, Connors has gone British: it was with a certain understandable satisfaction that John Barrett, the Slazenger promotions director, announced here yesterday, that after nine months experimentation with a prototype, Connors had signed a long-term contract to use the glistening, white Slazenger Pro-Ceramic - a model that combines graphite fibres with silicon carbide.

Sticking with grass

By Ian Ross

The presence of three players who seem destined to make a significant contribution to the Wimbledon fortnight has guaranteed that the Holiday Inn northern tournament will definitely be played out on grass.

Yesterday's torrential rain in the Didsbury suburb of Manchester guaranteed that play was abandoned for the second consecutive day leaving a massive backlog of unplayed first round games.

But mindful that world-ranked Stefan Edberg, Kevin Curran, and Tim Mayotte agreed to participate in the men's singles event as much

as Barrett, the former British Davis Cup captain, almost landed McEnroe for Slazenger five years ago, but having put in the ground work, was forced to bow to corporate pressure and allow the in-house rival Dunlop to snatch the prize from his grasp.

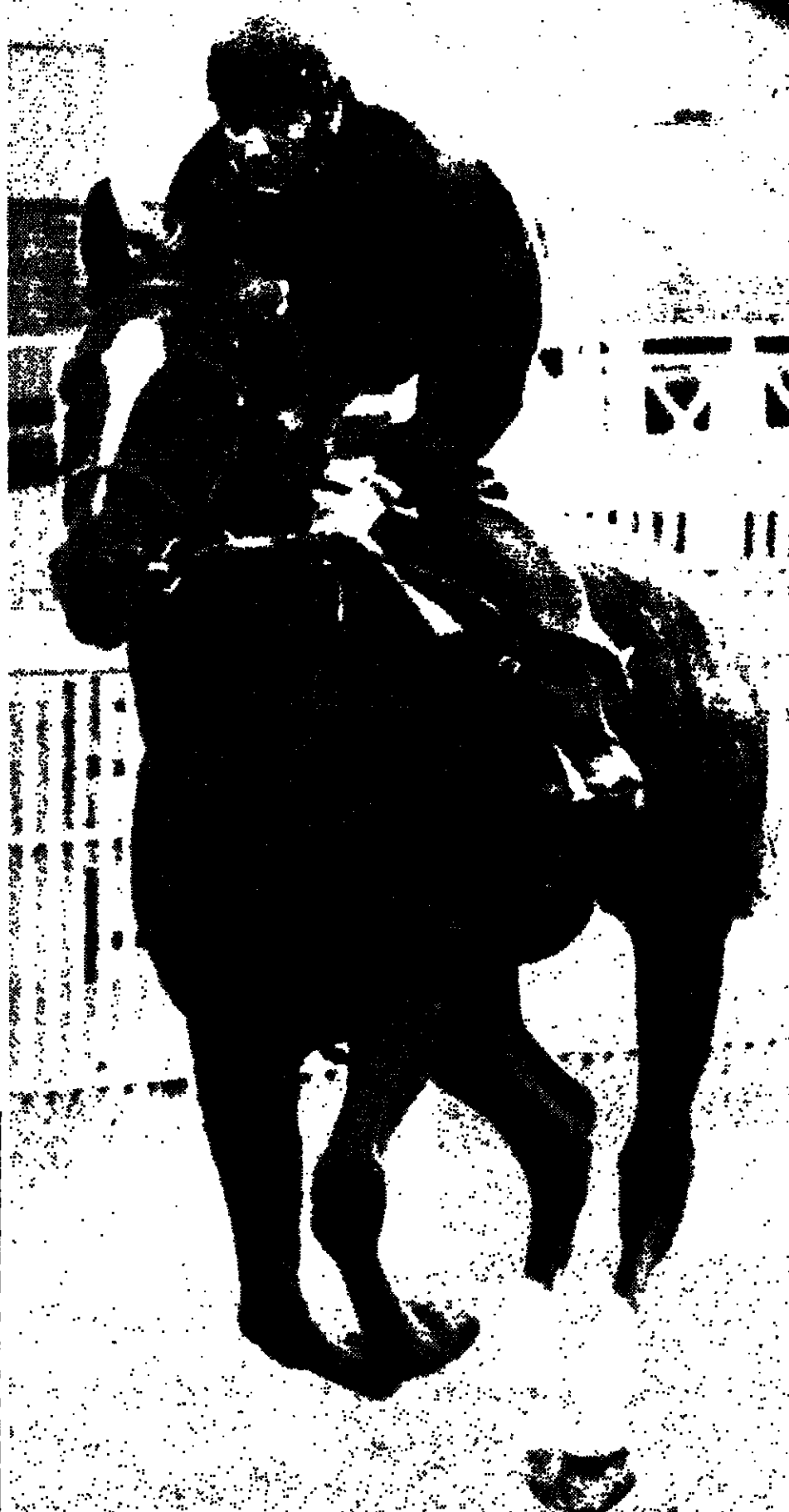
At 34, Connors is unlikely to give the product the kind of live television exposure that is the customary incentive for contracts of this kind. But, according to Barrett, Connors is being signed with a view to a long-term working relationship that will include sponsors, teams of Connors-inspired juniors.

In the meantime, Connors will be giving his new racket a real test here in the quarter-finals of the French Open when he takes on Boris Becker. As 15 years and a fair amount of poundage separate the two, Connors will need to hit the ball very firm and solid indeed.

for vital practice on grass as for a shot at the winner's £3,000 prize, the organizers have refused to move to an indoor complex.

With only four days left, it means that the top men players will be forced to play two matches on one day later in the week in a bid to guarantee that the tournament reaches its scheduled climax on Saturday.

Top women's seed Beverly Bowes, of the United States, will face stiff competition from fellow American Elise Burgin and Anne Minter, of Australia.



Making himself at home: Enticed, the only horse stabled overnight on Monday at Epsom, gets the feel of the place on his early morning gallop (Photograph: Stephen Markeson)

Coventry to go up market

By Clive White

Coventry City have restructured their FA Cup winning partnership of George Curtis and John Sillett. Curtis, the managing director, will concentrate on the business side next season, leaving Sillett responsible for team affairs.

Sillett, who has been given a four-year contract, said that Coventry hoped to sign three new players and indicated that they were unlikely to be from the League's bargain basement.

A forward is obviously the priority and David Speedie, of Chelsea, is one possibility. "If we'd scored the goals we created we would have won the League as well as the FA Cup," Sillett said. He revealed that the squad was numerically so limited that had the FA Cup Final gone to a replay, two members of their victorious FA Youth Cup side would have been substitutes.

Leeds pay record price for Crooks

By Keith Macklin

Lee Crooks, the Hull and Great Britain forward, yesterday became the highest-priced Rugby League player in the world when he signed for Leeds at a fee of £172,500.

The fee eclipses the previous world record cash payment of £130,000 paid by Wigan for the Warrington and Great Britain scrum half, Andy Gregory, and also beat the estimated £150,000 transfer fee for Ellery Hanley, whose move from Bradford Northern to Wigan included two players as part of the deal.

Harry Jepson, the chairman of Leeds, said: "We have got the player who is probably the best forward in the world," and Maurice Bamford, the Leeds and former Great Britain coach, added: "He is certainly among the best three players in the world."

Crooks, aged 23, was a boy prodigy in Rugby League, and first played for Great Britain

when he was 18, and has captained the international side at every level from Colts to the full international side. His remarkable maturity was emphasised in 1985 when he landed a late touch-line goal kick to square the international series with New Zealand at Headingley.

A skilful ball handler and pack leader, Crooks can both score tries and kick goals, and is regarded as the total all-rounder.

This view is endorsed by Bamford who said: "At the age of 23 he still has many more years of forward play left in him, and his skills will bring out the best in the Leeds pack."

John Rawlings, the Hull chairman, said the club had not wished to sell Crooks, but had been forced to do so through "economic circumstances and the fact the bank are pressing us to clear our overdraft."

But I'm not just aiming my comments at the golfers. Support from the media was very

Contest worthy of every support

By Jimmy Tarback

I helped organize the Four Stars pro-am celebrity tournament at Moor Park last weekend. It is the only tournament in which amateurs can play with professionals from the same tees and under PGA rules, and the only one on the European tour which benefits charity.

There was prize-money of £50,000. Ryder Cup points at stake, and over the four days raised £81,000 for charity, with the full backing of the professionals and of the media. It could and should have been a lot more.

The attitude of 99 per cent of the players is marvellous, but we need the other one per cent, the top names, the Galliestroses, the Langers and the Normans. Several Ryder Cup players were, I know, playing the Ryder Cup course in the Memorial Tournament in America - and quite rightly so - but there were some others who chose not to play, and that upsets me.

I wonder if some of our big names are not getting a bit spoiled. If the prize money has not become so high that they are forgetting to give to the game as well as to take from it.

There can only possibly be one winner if they all come - and that is charity. It is not even a question of their playing for nothing, which all the celebrities do, anyway. The first prize was worth £21,000 and if that is not good enough for a week's work, then they have got some hard thinking to do.

The professionals should always remember, too, that their livelihood comes from the amateur, the person who, buys the clubs, pays the fees, comes to watch and keeps the game going. Without them, he is nothing.

The old professionals were brought up to realize that but I am not sure some of their successors have learnt the same lesson yet. Here is a week, one out of 52, when they can give the amateur a thrill of a lifetime and at the same time provide money for a number of worthy charities. They should take that opportunity.

The celebrities took the trouble to come - for nothing. Sean Connery put back his filming schedules to play. Terry Wogan altered his schedule and was not well either, but he still turned up. If they can do that, I see no reason why the professionals can't as well.

But I'm not just aiming my comments at the golfers. Support from the media was very



Tarback: organizer's plea

half-hearted. The BBC gave two full days coverage to the Walker Cup which was dead after the first day, and some of the golf correspondents did not turn up as well. It was their loss. They missed the best finish of the year, Mark McNulty holding a 40-foot putt in a play-off to win the tournament. It was pure theatre.

I know that the crowds who come to pro-ams are different from those at the usual tournaments. You might get a camera clicking or a child crying at the wrong moment, but they have come to watch the stars they see on television, in the cinema or on the football field, and it is their money going to charity, too. So a little tolerance is not too much to ask, is it?

The Four Stars tournament has been going for three years now and we have just gained a £1 million sponsorship from the Wang computer company, half of which will go straight to charity. We could raise at least £250,000 every year for charity from this unique event, but we need the total support of the players, the press and television.

I consider golf as the last game of honour. Let's keep it that way.

Advertisement for PHONE ALOAN. Features a telephone handset icon and text: 'FOR HOME OWNERS AND MORTGAGE PAYERS WE COVER ALL ENGLAND SCOTLAND & WALES. IMMEDIATE DECISION. (0625) 20824 ANYTIME UP TO 7PM (SATURDAY 2PM). (061) 633 2072 ANY OTHER TIME UP TO 10PM (INCLUDING SATURDAY & SUNDAY). £1,000-100,000. * Any purpose. * Business Finance. * Clear existing commitments - settle all your HP, credit cards and any other outstanding payments and make a clear start with one low monthly repayment. * No Fees. * Sickness, Accident and Redundancy schemes available. * Discounts for early settlement. * Free Life Assurance. * No employer contact. * Special scheme for council house purchasers. * Up to £7,500 for self-employed without accounts. HOMEOWNERS FINANCIAL SERVICES OXFORD HOUSE OXFORD ROAD MACCLESFIELD LICENCED CREDIT BROKERS. Write details on request.

Challenge to Davis

Steve Davis will meet a top American pool player in a £50,000 snooker-pool challenge match next month to be televised by ESPN, the United States's leading sports channel, and Channel Four.

Steve Mizerak, whose pool world titles from 1982 to 1984 earned him a part in the film The Color of Money, will meet Davis at the Palace Hotel, St Moritz, from July 3 to 5 for sessions of snooker and two forms of pool - straight pool and nine-ball pool. Mizerak is considered favourite for the £15,625 overall first prize.

Switched on

New South Wales and Western Australia have scheduled two Sheffield Shield matches under floodlights next season - a landmark in world first-class cricket. The two States have hours of play planned from 2.30pm to 10pm and also plan to use an orange ball.

Forces joined

The British and Irish Basketball Federation have invited Dave Titmuss, of England, and Kevin Cadie, of Scotland, to be joint assistant coaches to Joe Whelton for the Great Britain men's team for the 1988 Olympic Games programme, starting with the European qualifying tournament in the Netherlands from June 27 to July 10.

SPORT IN BRIEF

Queen's rush

Ticket sales for the Stella Artois tennis tournament at Queen's Club, starting on Monday, have reached a record £250,630, with centre court seats already sold out from Wednesday until Sunday's final. The draw includes Boris Becker, the Wimbledon champion, Stefan Edberg, Mats Wilander, Yannick Noah, Jimmy Connors, Pat Cash and Tim Mayotte, the defending champion.

Plastic plea

Plastic pitches are vital to the survival of Football League clubs as community assets, according to the Association of Metropolitan Authorities which has written to the League and the FA to withdraw their three-year ban on these surfaces.

Flying high

Terry Ramsden is expected to stage his first boxing promotion with the British super featherweight title bout between Najib Dabo and Pat Cowdell at the Aston Villa leisure centre next month.

Wild cards

Annabel Croft, the British No 3, and Julie Salmon, the No 5, have been awarded wild cards into the £100,000 pre-Wimbledon Dow Chemicals Classic, starting at Edgbaston Priory, on Monday.

Taking over

Marcus Hannaford, the former England B scrum half, is to captain Gloucester RFC next season in succession to Malcolm Preezy.

Hateley chase

Genoa, the Italian second division leaders, have made bids for Mark Hateley and Ray Wilkins, the England internationals released by AC Milan.

Hateley chase

Genoa, the Italian second division leaders, have made bids for Mark Hateley and Ray Wilkins, the England internationals released by AC Milan.

Hateley chase

Genoa, the Italian second division leaders, have made bids for Mark Hateley and Ray Wilkins, the England internationals released by AC Milan.

Challenge to Davis

Steve Davis will meet a top American pool player in a £50,000 snooker-pool challenge match next month to be televised by ESPN, the United States's leading sports channel, and Channel Four.

Switched on

New South Wales and Western Australia have scheduled two Sheffield Shield matches under floodlights next season - a landmark in world first-class cricket. The two States have hours of play planned from 2.30pm to 10pm and also plan to use an orange ball.

Forces joined

The British and Irish Basketball Federation have invited Dave Titmuss, of England, and Kevin Cadie, of Scotland, to be joint assistant coaches to Joe Whelton for the Great Britain men's team for the 1988 Olympic Games programme, starting with the European qualifying tournament in the Netherlands from June 27 to July 10.

Queen's rush

Terry Ramsden is expected to stage his first boxing promotion with the British super featherweight title bout between Najib Dabo and Pat Cowdell at the Aston Villa leisure centre next month.

Wild cards

Annabel Croft, the British No 3, and Julie Salmon, the No 5, have been awarded wild cards into the £100,000 pre-Wimbledon Dow Chemicals Classic, starting at Edgbaston Priory, on Monday.